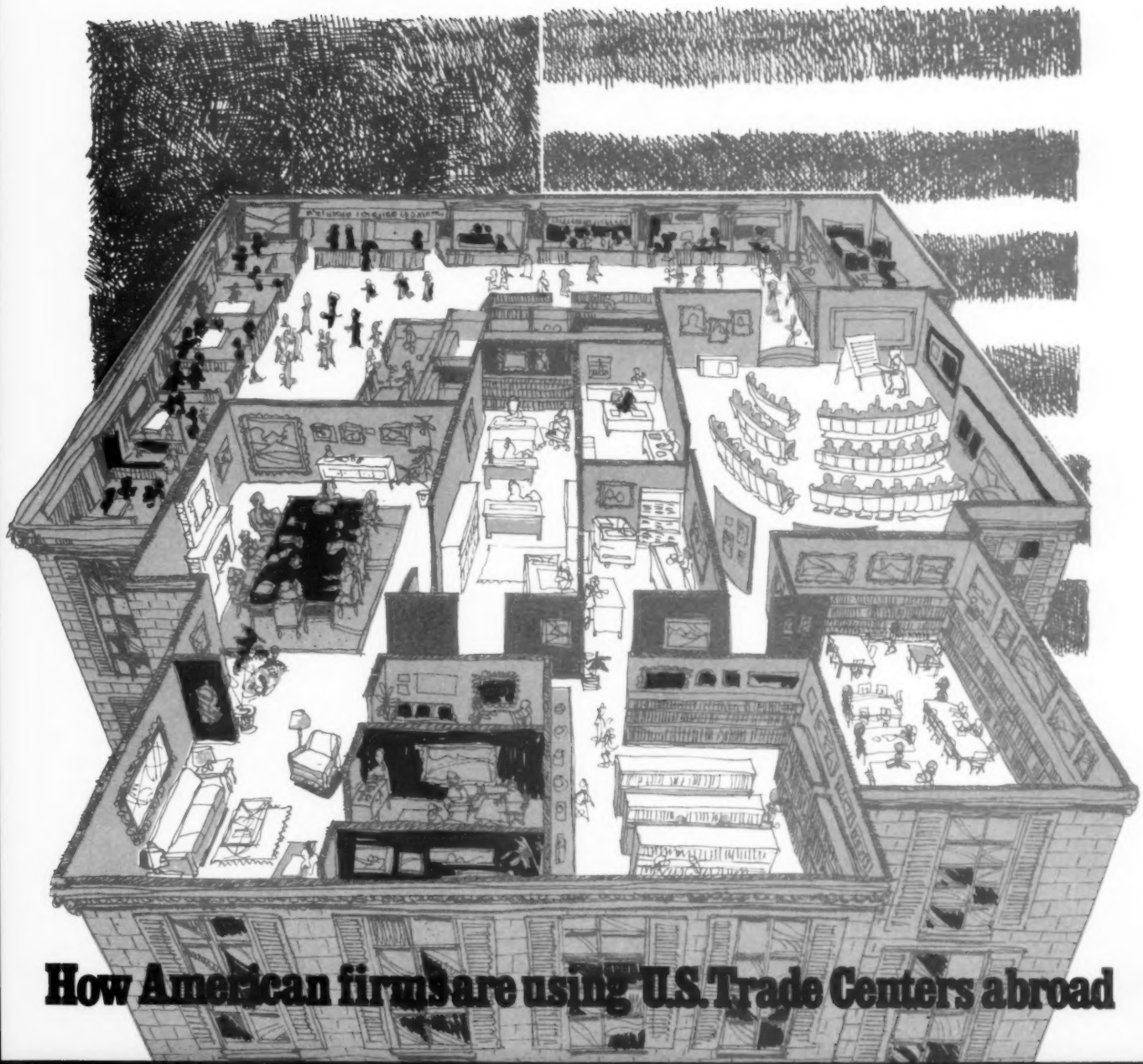
COMMERCE AMERICA

U.S. Department of Commerce / April 10, 1978



How American firms are using U.S. Trade Centers abroad

A Call For The Adoption Of A National Export Policy

The following are excerpts from an address by Frank A. Weil, Assistant Secretary of Commerce for Industry and Trade, at the annual Chicago World Trade Conference April 5:

A National Export Policy must embody a new mood in this country about our place in the international economic order. We will not succeed if we cannot adopt a new national state of mind.

As we move toward a National Export Policy, we must recognize that the alternative is not a real option.

The economic independence that characterized so much of our history is gone. We rely on other nations for one-half of our oil. Yet according to the polls, only one-half of America's citizens realize that we import any oil at all.

We must recognize that many benefits flow from access to foreign products. Our standard of living and our wage levels would be significantly lower if we did not trade. Trade allows us to specialize in our higher-paying and more efficient industries, buying from abroad those goods that we cannot make efficiently. So we must resist those who say we should retreat to protectionism.

Finally, we must recognize, as do Germany and Japan, that to pay for our appetite for foreign goods, we must increase our exports. This last lesson should not be a painful one, because there are profits to be made and jobs to be created.

I will not attempt to elaborate on the specific elements of a National Export Policy. That can be done only after detailed proposals have been hammered out within the Executive Branch in consultation with the Congress and the private sector. I will, however, outline some of the principal topics that must be addressed. They include the following:

Taxation—We should reexamine our tax system, looking for appropriate tax incentives to encourage exports. These incentives must be targeted carefully. They must not create windfalls. I believe that can be done. I believe it is possible to target tax incentives on actual increases in exports or export commitments. And I also believe that it is possible through the tax system to encourage investment in new export capability. All this should be possible without undue cost to the Treasury and in the long term with a net gain because of the increased economic activity.

Export Financing—Though the Administration's legislation to expand the Export-Import Bank will undoubtedly help the American exporting community, I believe we can and should go further. Even with increased Eximbank resources, the fact remains that the American export financing system is not as effective as those of other countries. We need to provide more help to small and medium sized companies. We need to consider Eximbank credits for plant and euiqpment investments that are geared to exporting. And we need to involve private financial institutions in export finance to a far greater extent than at present.

Export Development—We need to revitalize and expand our export development program. It is now among the smallest of the major industrial nations. There is much more we can do to raise the export consciousness of the business community. There is much more we can do to provide information and assistance to companies that can profitably expand present exporting activities or get into export for the first time. For example, a relatively modest investment would probably enable us to develop a vast computerized information system tying potential foreign buyers all over the world to potential suppliers all around this nation.

Research and Development—A National Export Policy should build on one of America's historic strengths: our long-time leadership in science and technology. Our major successes in exporting have come in high technology areas such as telecommunications, computers, aircraft and electronic equipment. I believe we should focus government support for research and development in ways that will lead to new products and vigorous marketing strategies suitable for export markets.

Antitrust Law — American companies perceive themselves at a competitive disadvantage because of U.S. antitrust laws applied to business conducted outside our borders, I believe we need a serious examination of whether the antitrust laws needlessly impair our ability to compete against industrial conglomerates abroad, conglomerates which often enjoy the blessings of their governments.

Government Regulation—As we develop an exporting ethic, we must reexamine a wide range of government regulatory actions that may interfere with U.S. exports. Tax and antitrust policies are among them, but they also include environmental and safety regulations, and policies on transportation, investment and export controls. We may well need to change some laws that seriously hurt our competitiveness. Moreover, as we consider new laws or regulations, we should examine their effects on trade in a systematic way.

This blueprint for a National Export Policy is ambitious. It may cost the taxpayer some money. The absence of such a policy would cost even more.

COMMERCE AMERICA

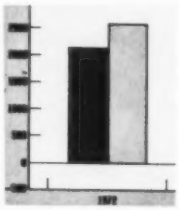
CONTENTS

Vol. III No. 8, April 10, 1978

2

How American Firms Are Using U.S. Trade Centers Abroad

Flexibility is the keynote today, as companies take different approaches to Commerce's overseas trade facilities and find varied ways to use them.



18

Economic Highlights

Both the labor force and employment are expected to continue to grow in 1978, but they are not likely to match the unusually strong gains of 1977.

6 International Commerce Report

Joint U.S.-Iran Commission seeks to build up private sector business contacts between the two nations—Progress in Multilateral Trade Negotiations—Two items related to antiboycott regulations—Reports from a U.S. mining equipment seminar in North Africa, Mexico Trade Center mining equipment show, Housewares Fair in Cologne, building materials exhibition at Tehran Trade Center, climate control at Stockholm Trade Center.

11 Worldwide Business Outlook

Economic developments in the People's Republic of China, Denmark, Colombia, Chile, Morocco—New international business publications—Calendar for World Traders—Schedule of Commerce promotions abroad—Licensing, sales, construction opportunities worldwide—Schedules of buyers visiting U.S. soon.

17 Domestic Business Report

"Commerce Update" column contains nine bulletins on recent activities in the Commerce Department domestic business field.

COVER: A United States Trade Center abroad is much more than an exhibition hall, as the artist's cutaway sketch illustrates. Story on page 2 describes some of the activities now taking place at such a facility.

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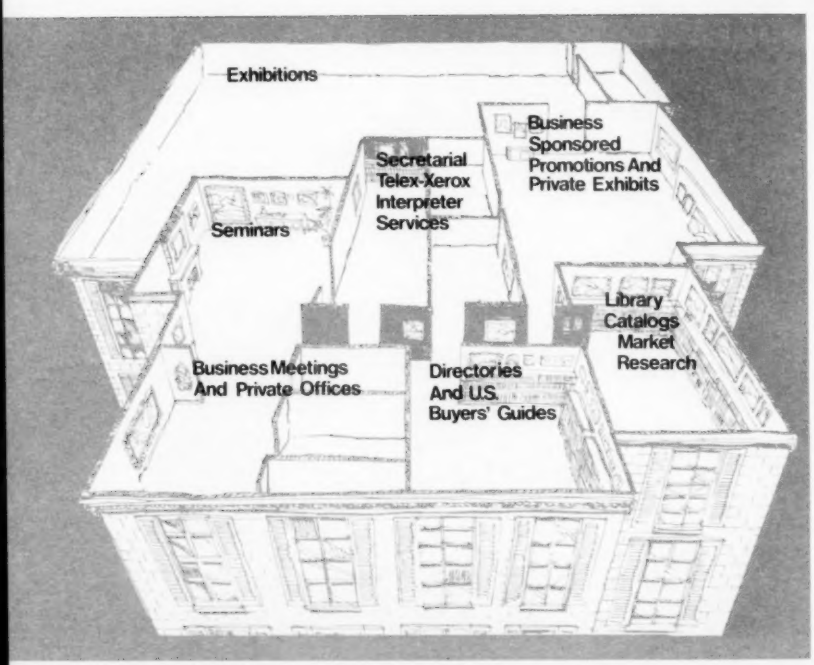
How American firms are using U.S. TRADE CENTERS abroad



Take the U.S. Trade Center route to export sales, say the Commerce Department brochures. Amend that, respond the U.S. firms that have been using the Centers. Make it "routes" instead of "route"—emphasis plural. A close-up look at what has been happening lately confirms the proliferation.

Here's an electronics firm, a participant in a scheduled exhibition, using a booth in the display hall. There's an instrument maker, setting up projectors and a p-a system in the conference lounge for a product demonstration meeting. An apparel manufacturer is in the library area, placing his catalogs on the racks for invited browsers. A laser producer has engineers on hand, ready to hold a technical seminar. A machine tool firm is using the Center as its office, using telephones, telex, typewriters and secretarial services to handle sales transactions. In the Center are some persons totally new to exporting. Others, experienced abroad, are introducing new product lines or entering new sales territories.

The first company came into the Center through a direct invitation from a Commerce Department trade specialist back in the States, the customary and still most common procedure. The second came with a trade association group. Another is with a venture organized by a professional publication in the U.S. Still another is part of a State-sponsored export mission. And finally, another entered by way of a sales representative in a nearby foreign country.

"Typical Trade Center user? I couldn't find one for you today," acknowledged Richard Garnitz, the director of the Commerce Department unit that operates the trade promotion facilities in a dozen countries abroad. "You might think that after 16 years of Trade Center operation we would now be following tried-and-true patterns. Quite the opposite. We are now more flexible than ever, ready to try new approaches that can produce results for an ever-wider variety of clients."

The flexibility aspect was dramatized recently at the Mexico City U.S. Trade Center. An industry association sought approval to stage, on its own, an exhibition that would be larger than many of those on the Center's formal calendar. "Business-Sponsored Promotion" opportunities are available to qualified applicants at times when the Center exhibition facilities are dark between shows. What is involved is usually limited in size and scope. The request from the Instrument Society of America, however, was of a different order. It meant, almost literally, handing over the keys to the whole center to an outside group.

After some assurances on both sides, the ISA officials were given the requested permission to conduct their show their own way. So after providing the customary exhibit erection and freight handling services, the Trade Center staff stepped back, in effect, and let the ISA team run the Center for three days.

The Instrument Society departed early from Center procedures by deciding not to use the promotional services that are regularly available. Instead it called on its Mexico City chapter to do the notices and invitations for the 37 U.S. companies offering their products in the show and for the seminar sessions to be held in conjunction with it. It also set special conditions by charging an admission fee (later rescinded) for the exhibition, and by scheduling seminar sessions in the morning. The resultant

total attendance of 400 was lower than it could have been, the Trade Center staff told the ISA officials. But the Instrument Society managers responded that the 520 sales leads generated at the show, and other business accomplishments, had made the exhibition a success in their eyes. They asked to be given the chance to return with a similar event in 1980-'81.

An interesting aspect of the collaboration was the discovery by the ISA participants of the importance of the assistance they could get at the Center in locating local agents, distributors or other sales representatives. This service is called REPFIND in the Trade Center lexicon. Apparently unaware of its worth, the ISA exhibitors had largely ignored it prior to the show. Only two had indicated any interest, and one of these neglected to send its product literature ahead for study by prospective agents. Once on the scene, however, six additional firms asked for help with their representational requirements. The sudden requests resulted in some scrambles to attract appropriate candidates. The needs of three firms were filled; the others, which presented special complexities, were encouraged to use the Commerce Department's Agent/Distributor Service or to return to the Trade Center for later appointments with agent prospects.

Mexico City was also the site of another recent deviation from pat Trade Center practice. This time it was a matter of size. The "Sold Out" sign was up for an exhibition of petroleum industry equipment at the Center. The 7,000 square foot display area there had been completely assigned. But U.S. firms were still clamoring to get into the show. With some initial misgiving because of added costs, the Center staff yielded to user pressure, picked up the entire show and carted it off to the much larger National Auditorium. Even there it spilled over into a 10,000 square foot exterior area.

The obvious attraction—not to be passed up—was the current $15 billion expansion budget for Mexico's burgeoning PEMEX nationalized petroleum enterprise. PEMEX's Director General Jorge Diaz Serrano came by on opening day with U.S. Ambassador Patrick J. Lucey, and more than 100 PEMEX officials followed him down the line of the exhibits. They heard—what else?—that U.S. petroleum equipment is the finest and most advanced in the world, now selling at competitive prices, with installation and service backup just a short phone call away. The word from the exhibitors to the show's directors was that of Michael Jones, vice president of Allied Products: "We'll be back next month to follow up on our contacts with PEMEX."

Exhibitors have told about other unexpected developments that followed upon their participation in Trade Center events. One remarked that at a show in Milan he was surprised to encounter a group of businessmen from Athens. The Center staff had worked up a special promotion for the exhibition in Greece. "As a direct result of a contact made at that show, we signed a distributorship for Greece and have sold $100,000 so far. It is always difficult to identify results from shows, but I know for a fact that this is one." Another told how the London U.S. Trade Center staff had arranged to get unusual headlined publicity for him in *Electronics Weekly*, a British trade journal distributed in Europe and Africa. This has resulted in numerous inquiries from Africa and European companies.

"We are now more flexible than ever, ready to try new approaches to an ever-wider variety of clients."

EXHIBITION AREA—Large open hall has ample floor capacity, cargo entrance, electricity, water and compressed air for all normal exhibition items.

LOUNGE—This room, available for seminars, has complete audio-visual and translation systems at many centers.

CATALOG SHOW AREA—Racks for company literature are adjacent to a consultation area.

The request from the Instrument Society of America meant, almost literally, handing over the keys to the whole center to an outside group.

PRIVATE MEETING ROOMS—Areas with privacy serve for consultations and personal interviews with clients.

TECHNICAL SEMINARS—Groups of 80-100 can be accommodated in comfort for commercial or technical conferences.

EXHIBIT BOOTH—Demonstrations of all kinds are possible in the exhibition halls of the Trade Centers.

Another firm presented the Tokyo U.S. Trade Center with a challenge: to help locate a pinpointed market for its highly specialized product, an artificial plastic ice aimed at sport and recreational use. "We needed to find select distribution channels that maintain a high caliber sophistication and professionalism to support the level of integrity we feel the product deserves," remarked the company president. The Center staff sent out invitations to 400 schools, sports arenas and recreational facilities, and then followed up with appointments with 75 direct prospects. The end result was an agreement with a well-established representative and the appointment of 14 sub-agents—complete coverage of the market, and on a highly professional level.

"Today we are looking at Korea," continued President Thomas M. McCoy of Leecoy International, St. Louis, as he told this story, "and planning to do our own show at the Seoul U.S. Trade Development Center."

McCoy heard about the Commerce overseas exhibition program through a mail invitation to participate in a Tokyo Trade Center event. This was the same entryway for the exhibitor that got the bonus exposure in the British trade journal, Bascom-Turner Instruments Division of EIC Corp., Newton, Mass. Bascom-Turner official Robert A. Sanford recalled: "I received an invitation in the mail and decided this might be an inexpensive way of getting into export. During the two-month period before I left for London, the Commerce District Office representative from Boston visited me and gave me a list of potential agents and an entire package of information on how to export. The London Trade Center show was successful beyond all expectations. I signed a stocking distributorship in the U.K. during the exhibition. I also signed an agent in Benelux and am still negotiating with a representative for Switzerland and Scandinavia. I have just shipped 30 of our data recorder units to my new stocking distributor for his follow-on sale to contacts I made at the show. I have participated in domestic conventions and exhibitions, which were primarily publicity and promotion events, with many thousands of people browsing and collecting brochures. Therefore I was surprised at the professional sales-oriented approach that I discovered at the Trade Center."

The firm that went into Greece by way of Milan was DIVA, Inc., Eatontown, N.J., whose board chairman, George H. Becker Jr., told also of an experience he had at the Tokyo U.S. Trade Center. DIVA's participation there was for the express purpose of finding an effective distributor after an unsatisfactory experience with an earlier one. Becker declared: "The show helped me find another electronics firm that is presently doing an extensive sales effort throughout Japan and will give me the results within the next six to eight weeks. I don't know how it will turn out but at least now we have someone who is making a sales effort on our behalf and doing something with enthusiasm."

In the case of Atlantic Research Corp., of Alexandria, Va., use of one Commerce program, the Agent/Distributor Service, led to another, the overseas exhibition program. The firm's sales manager, Daniel Ebert, related how he had been able to identify likely representational prospects in Europe via the Agent/Distributor Service. Then he set trips to interview the candidates and made a number of

agency appointments across Europe. He said: "I decided to take advantage of the Trade Center shows as a way of getting these new agents rolling. The representatives were very familiar with the Centers and delighted with my offer to support them by show participation. At our first venture, in Paris, my agent told me he talked to customers he never imagined existed." Atlantic Research's business has grown from $2 million with no exports in 1974 to about $10 million today with 25 percent in exports.

LeRoy C. Bower of Houston Instrument, Austin, Tex., watches Commerce's promotion schedule as a subscriber to the "Calendar of Events" that is published quarterly by the Commerce Office of International Marketing. He recently returned from his firm's participation in a Tokyo U.S. Trade Center event. He emphasized the benefits he received from get-acquainted sessions held each morning in conjunction with the American Chamber of Commerce in Japan: "I learned the subtle nuances of doing business in Japan, the meaning of the nodded 'yes,' the fact that no one person makes a final decision, the need to be patient as questions are asked over and over." This was important to him in later dealings with a distributorship candidate.

Even though U.S. companies are approaching and using the Trade Centers in an increasing variety of ways, they are seeking the same basic goals as in previous years. The primary aim is still common: meeting identified buyers for their products. Also important is assessing the market.

Allen-Bradley's international division entered a show of process control instruments at the Sao Paulo U.S. Trade Center at a time when exporting to Brazil posed special problems. The Milwaukee firm's division director, F. R. Woldt, reported at the show's end that he was not expecting to conclude any sales out of his participation, even though he was close to an agreement with one new client. Then he made the significant observation: "We are optimistic about Brazil despite the many import restrictions and high costs of doing business. Brazilian companies are willing to pay for the technology if you can give them service and support."

A fellow exhibitor, Robert Van Scoyoc, vice president of Ircon, Inc., Skokie, Ill., summarized his participation with a comment that demonstrated that he, too, had been testing the water: "The market potential for U.S. process control equipment is enormous here, and Brazilian customers are just starting to realize the economic benefits of automation."

U.S. firms can make use of the overseas trade promotion facilities mentioned in this article by contacting the Bureau of Export Development, Room 4015, U.S. Department of Commerce, Washington, D.C. 20230, phone 202-377-4231, or the nearest Commerce District Office (see inside back cover of this issue). Currently there are U.S. Trade Centers in London, Paris, Milan, Tokyo, Taipei, Tehran, Mexico City and Sao Paulo; U.S. International Marketing Centers offering generally similar facilities in Cologne, Sydney and Singapore; a Regional Trade Development Office in Athens, and promotional installations in Seoul, Warsaw and Moscow.

Use of one Commerce program, the Agent/Distributor Service, led to another, the overseas exhibition program.

BUSINESSLIKE ATMOSPHERE—Exhibitors, agents, clients, customers meet in a framework designed for profitable discussions.

CENTRAL LOCATION—Trade Centers are located in the business districts of major cities.

U.S., Iran Aim To Build Up Private Business Relations

Expanded cooperation in fields ranging from solar energy to agriculture, with stepped up participation from the private sector, was the keynote of recent U.S.-Iran Joint Commission meetings in Washington. Followup activity could bring increased business opportunities in Iran for American firms.

The U.S.-Iran Joint Commission was created in late 1974 to provide a framework for the varied and complex relationships between U.S. and Iranian governmental and private institutions. The Commission is co-chaired for Iran by Mohammed Yeganeh, Minister of Economic Affairs and Finance, and for the U.S. by Secretary of State Cyrus Vance. Under the Commission umbrella committees have been established in five key areas: Agriculture; Manpower; Science, Technology and Education; Energy Research and Development; and Economy and Finance.

The Economy and Finance Committee, chaired for the U.S. by Under Secretary of Commerce Sidney Harman, has the primary responsibility for increasing trade and investment between the two countries. At the Washington session of the Committee the Iranian delegation noted the comprehensive industrial development currently taking place in Iran, and emphasized in particular its desire for greater U.S. private sector involvement in the chemical, petrochemical, pharmaceutical and medical supply, engineering, electronic, basic metals and transportation equipment industries.

The Iranians are also anxious to gain U.S. participation in their health sector. For example, American companies and universities will be sought for hospital construction, implementation of the Imperial Medical Center, training of medical personnel, and cooperation in medical research. U.S.-Iran cooperation in food and drug administration will continue, with the U.S. providing training for Iranians in such areas as drug registration, analysis of drug products, laboratory management, and specific analytic techniques.

The delegations were pleased to note the number of American firms involved in Iran's transportation sector and the conclusion of an agreement to upgrade the air traffic control system in Iran. The Iranians expressed their desire to expand these relationships and invited American companies to compete for the implementation of road construction projects now under devlopment. In addition, Iranian officials will visit the United States to view and become familiar with the technology, management and operation procedures of American railways, ports, airports, freeways and toll roads.

The provision of low and middle income dwellings and the growth of the Iranian private housing sector is of critical importance to Iran's development plans. Iranian officials, therefore, were pleased with the U.S. Government's willingness to facilitate the flow of information on cost saving measures and new developments in housing. The Iranian delegation expressed keen interest in U.S. residential solar energy technology and requested American assistance in establishlishing criteria, standards and conditions for successful implementation of solar applications.

Also in the field of solar energy, U.S. experts visited Iran last fall to prepare specific proposals for cooperation in research and development projects and to study applications for solar power. As this program and others are implemented, Iran's Director-General for Energy Planning anticipates the purchase of American solar installations to be used for research and the training of Iranian solar technicians at American facilities. To pursue this important area of cooperation, the Commerce Department is sponsoring a solar energy exhibition at the U.S. Trade Center in Tehran, April 30-May 2.

At its session, the Committee on Manpower reviewed the substantial progress which had occurred during the preceding year: delivery of 18 mobile training centers, submission of a report on mobile vocational training centers, training of officials in manpower statistics, audio-visual techniques, on-the-job training and expatriate employment. New projects approved by the Committee included the purchase of 15 additional American mobile vocational training centers, and employment of American experts to survey Iran's existing plans and programs for establishment of a National Productivity Center and specialized vocational training centers. Another team of U.S. experts will visit Iran to facilitate establishment of a Manpower Data Processing Center. Finally, a U.S. institution will be employed to collaborate with Iran in conducting a feasibility study for establishment of a Center of Technical and Vocational Education.

The conclusion of an agreement to cooperate in a program modernizing the weather forecasting system in Iran, which may offer increased opportunities to U.S. firms in the field of meteorology, was a high point of the discussion in the Science, Technology, and Education Committee. Moreover, the two sides are implementing an environmental program which will include joint work on motor vehicle emissions, effluent guidelines, and monitoring and management control. New agreements were reached to encourage cooperation in applications of remote sensing and educational technology. In the latter area, Iranian officials are expected to visit American institutions to become acquainted with U.S. educational systems and methods. The Committee also gave special attention to joint efforts in the field of energy. Supplementing the solar programs already mentioned, the Committee agreed to consider cooperation in uranium exploration in Iran and to exchange views on a joint U.S.-Iranian refinery in Iran and marketing of petroleum in the United States.

The Iranian Government is showing renewed concern over the low growth of the country's agricultural production and resultant need to import foodstuffs. This concern was voiced in the Agriculture Committee discussions, at which Iran expressed interest in the establishment of joint ventures with the United States in the field of agricultural development. U.S. agencies responded with a willingness to cooperate with the private sectors in conducting feasibility studies of specific projects. Moreover, a variety of training and other programs will be undertaken in the fields of animal health, extension methods, fire management, dry farming, cattle breeding, plant quarantine, agricultural vocations, and the use of satellite technology for agricultural information.

Both the Iranian and American delegations at all five of the Committee meetings were pleased with the friendly atmosphere, frankness and sense of accomplishment which pervaded the working sessions. All agreed that the dialogue helped to cement an already extensive and rewarding relationship between the governments of the two countries. Of equal importance was the establishment of a basic for expanded commercial collaboration between the two private sectors. Firms wishing to express their interest in these programs or obtain assistance in penetrating the Iranian market are invited to contact the Department of Commerce, Industry and Trade Administration, Room 3203, Washington, D.C. 20230, phone: 202-377-3993.

Kreps To Berlin

Secretary of Commerce Juanita M. Kreps will address the 75th anniversary celebration of the American Chamber of Commerce in Germany on April 13 in Berlin. While on her April 12-15 visit in Germany she will also meet with Roy Jenkins, President of the Commission of the European Communities, and West German Minister of Economics Count Otto Lambsdorff.

Multilateral Trade Negotiations

This article is another in a series of progress reports on the multilateral trade negotiations, prepared by the Commerce Department Office of Int'l Trade Policy.

GENEVA

The MTN Government Procurement Subgroup, meeting March 20-21 after an extensive series of meetings among the national delegations, focused its attention on dispute settlement, information disclosure, and special and differential treatment for developing countries. A major accomplishment was a consensus on a surveillance, consultation and dispute settlement text, to replace the four separate alternatives in the current draft code. Informal consultations will continue, to iron out differences in code language and concept, especially on transparency and special differential treatment.

The Standards Subgroup met March 8-10 after informal meetings of key countries involved with the MTN draft Standards Code. An outline of a dispute settlement mechanism was adopted as the basis for further development of dispute settlement provisions. This is the first such agreement in any of the nontariff measure codes being negotiated.

The outline covers in a preliminary way basic principles, institutions, consultations, dispute settlement, and surveillance in the Standards Code. The basic principles accepted are that the code should be as self-contained and as binding as possible, and that dispute settlement procedures should be based on current GATT procedures, adapted as necessary to the Standards Code. In the context of dispute settlement, the two institutions cited in the outline are the Committee of Code Adherents, and panels of experts. Enforcement procedures are to be based on seeking resolution of disputes through consultations.

As is the case with other nontariff measure subgroups in the MTN, the Standards Subgroup is in continuous session now.

The Agriculture Dairy and Meat Subgroups at recent meetings discussed proposals for commodity arrangements to facilitate orderly trade expansion, including provisions for information collection and market monitoring. Participating nations would provide data on past and projected trends of production, consumption, trade, prices, and stocks for the products included in the commodity agreement as well as domestic policy information.

Establishment of Councils which will review the submitted information and the operation of the respective arrangement is planned. These Councils would propose solutions to actual and anticipated trade problems. Also in the discussion stage under the two proposed agreements are provisions for safeguards, export subsidies, and health and sanitary measures.

The Meat Subgroup has discussed establishing "joint disciplines" between exporting countries which would facilitate trade for specific products. The Dairy Subgroup has extensively discussed establishing a minimum/maximum price scheme. The sentiment is strong among most dairy exporting countries in favor of an arrangement which would include agreement to respect minimum export prices.

Both subgroups have attempted, with only limited success, to determine the status a commodity agreement might have relative to the GATT. These discussions emphasize both the difficulty and the necessity of defining this relationship in order to prevent ambiguities.

Anti-Boycott Rules Clarified On Giving Information About Links To Blacklisted Firms

The Commerce Department has issued a *Federal Register* notice clarifying its new anti-boycott regulations with respect to requests to U.S. firms to furnish certifications about whether they or other United States persons are affiliated with blacklisted companies.

This action was taken, according to Stanley J. Marcuss, Deputy Assistant Secretary of Commerce for Trade Regulation, because of possible confusion about an illustrative example used in the regulations to explain the law on this point. Such certification is prohibited, but some who have read the example have construed otherwise, he declared.

The March 20 *Federal Register* notice refers to Section 369.2 (d) of the regulations. This section prohibits a U.S. person from furnishing or knowingly agreeing to furnish information concerning his or any other person's past, present, or proposed business relationships with ". . . any other person who is known or believed to be restricted from having any business relationship with or in a boycotting country."

Marcuss then noted that U.S. firms are being asked to certify that they are not the mother company, sister company, subsidiary, branch or affiliate of any blacklisted company. Such a certification is interpreted by the Commerce Department as falling within the prohibition set forth in Section 369.2 (d). However, example xvi in that section could be construed and has been construed by some members of the public as permitting a conclusion that such a certification does not fall within the prohibition.

To eliminate the possibility of confusion, the original example xvi was amended and an entirely new example was added. Accordingly, the Department's interpretation that such a certification is prohibited goes into effect on June 22, rather than on Jan. 18, when the final regulations were originally issued. After June 21, 1978 a United States person may not furnish a certification about his affiliation with any other person who may be blacklisted.

Five Firms Are Charged In Failure To Report Boycott-Related Requests

Charges of violating the regulations requiring timely reporting of the receipt of restrictive trade practices or boycott-related requests were sustained against five companies by the Commerce Department.

Each of the firms was charged with failing to report to the Commerce Department the receipt of restrictive trade practice or boycott-related requests as required by Federal export administration regulations. The firms admitted the charges. None of the firms was charged with cooperating with the boycott.

Hearing Commissioner Bertram Freedman said that each of the companies claimed to be unfamiliar with the regulations and that their failure to report appeared to have been unintentional. Each of the companies has initiated procedures to insure compliance.

Besser Company, Alpena, Mich. consented to a $250 penalty for its failure to report receipt of a request for a negative certificate of origin (a certification that a product was not made in Israel). The Chemtree Corporation, Central Valley, N.Y., was given a $250 suspended penalty and a 90-day probationary sentence.

Three New York City companies—Signo Trading International, Spies Shipping Corp. and Horizon Air Freight—each were denied export privileges for six months. However, the penalties were suspended and will expire upon compliance for six months with law requirements.

Southwest Trade Conference Meets This Week In Houston

The future of a free trading system in troubled economic times will be explored at the International Trade Conference of the Southwest in Houston April 11-12. The conference, sponsored by the Center for International Business of Houston and Dallas, has been held in previous years in Dallas.

Speakers include Assistant Secretaries Frank A. Weil of Commerce and Donald C. Lubick of Treasury; George Bush and William E. Colby, both former Directors of the Central Intelligence Agency; Reginald H. Jones, Board Chairman of General Electric, and Director General Jorge Diaz Serrano of Petroleos Mexicanos (PEMEX).

SEMINAR IN NORTH AFRICA—*Chairman Sheldon P. Wimpfen (standing), of U.S. Bureau of Mines, fields questions during session in Tunis. Others from left: U.S. Ambassador Edward W. Mulcahy; Rachid Sfar, Tunisian Minister of Industry, Mines & Energy; mission members George Tousley of Ingersoll-Rand, Donald Chisholm of Longyear Co., and Helmut Kastner, Wagner Mining Equipment Co.*

MINING EQUIPMENT SALES PROSPECTING IN N. AFRICA BRINGS SIZABLE RESPONSE

"Overwhelming" was how participants in a recent U.S. mining equipment seminar mission described the business interest they found in Egypt, Morocco, and Tunisia. In Cairo, requests for appointments ran so heavy that last-day field trips had to be canceled. In Rabat, a mission member commented that mining is so vital to the Moroccan economy "that our mission could easily have spent another worthwhile week in the country." In Tunis, a participant said he had no idea that such business existed for his company.

Seven U.S. executives of companies that supply drilling equipment, mineral processing equipment, off-highway trucks, load-haul-dump vehicles, and construction management services presented papers on the unit operations performed in mine exploration, development, and production. Sheldon P. Wimpfen, Chief Mining Engineer, U.S. Bureau of Mines, served as seminar chairman.

In Egypt, the U.S. group visited a number of state mining offices whose representatives outlined projects being considered by the government—including the Abu Tartur undertaking for phosphate, and expansion of the iron project near Bahariya in the Western Desert. Egyptian mining interests in the public and private sectors indicated that exploitation of Egypt's mineral wealth is of high priority and will probably result in near-term purchases of equipment and services.

Although outdated and worn-out equipment is keeping production at existing mines below capacity levels, the Egyptian Geological Survey is pressing ahead with plans to develop additional resources. Good markets now exist for such basic items as dump trucks, bulldozers, loaders, and compressors; and advanced techniques and sophisticated equipment will be required as new projects are undertaken.

In Morocco, mission members made encouraging contacts with government mining officials and engineers attending the seminar sessions. One participant commented: "Undoubtedly, Morocco is the biggest market in North Africa for American mining equipment suppliers." The group had a field trip to the mines near Khouribga where both underground and open-pit production contributes to the 23 million tons produced annually. American heavy equipment has already been well introduced in Morocco, especially in phosphate mining. Good markets exist for shovel loaders, compressors, bulldozers, heavy duty trucks, earthmoving equipment, and related accessories. Small and medium-sized processing equipment is of special interest, although medium-sized equipment is subject to stiff competition.

In Tunisia, the group visited the phosphate mines in Gafsa where some 3.8 million tons of phosphate rock is produced from open-pit and underground operations. An open-pit operation was visited, as well as an experimental underground mine where long wall shearing is being tested in one part and load-haul-dump in another part of the same property.

Mining is a key sector in Tunisia's fifth five-year plan (1977-80), which calls for phosphate output alone to double by 1981. Tunisia faces an urgent need to modernize its mines. Except in a few phosphate mines, little has been done to replace old and depreciated equipment. A strong market exists for equipment used primarily in open-pit mining. Of particular interest to Tunisian officials are completely mechanized and automated systems which increase profitability. Though Tunisian technicians appreciate the quality and longevity of U.S. equipment, they feel it is expensive—and often buy from countries that provide long-term, low-cost financing and training.

The U.S. executives project sales in Egypt in the year following the seminar mission at about $3.8 million; in Morocco, $8 million; and in Tunisia, $18.6 million (24 months). Companies represented were: Marion Power Shovel Div. of Dresser Industries, Ingersoll-Rand, Joy Manufacturing, Kaiser Engineers, Longyear, Unit Rig & Equipment, and Wagner Mining Equipment.

Cologne Housewares Fair: Price Was Decisive Factor Influencing U.S. Sales

Almost $1.5 million worth of consumer goods were purchased at the U.S. pavilion of this year's International Housewares Show held annually in Cologne. Price was reported as the decisive factor influencing sales, followed closely by product display and product packaging.

Notably, some 8,500 foreign buyers, about 39 percent of all trade visitors, showed a greater readiness to place orders than customers from Germany.

Some $21.3 million worth of sales in the next 12 months are projected by the 56 U.S. firms exhibiting in the U.S. pavilion; 73 representations were signed, and negotions with an additional 185 firms were continuing at the conclusion of the event.

One exhibitor, selling nostalgic-styled oil lamps, for atmosphere and back-up lighting, estimated sales of $4 million at wholesale value for the EEC countries in 1978.

Vita-Saver, a manufacturer of the SteaMarvel vegetable steamer in HOUSEWARES '77, returned in 1978 and confirmed its success in the houseware field in this lucrative yet hard-to-penetrate international market. Vita-Saver doubled its volume of last year and placed firm orders exceeding $300,000 from various countries. As the company gains more experience with foreign business practice, export sales for this firm should increase steadily.

Products reported having best sales po-

tential at HOUSEWARES '78 are: kitchen gadgets, copper/steel nonstick pots and pans, micro ovens, barbecue kettles and grills, small electric kitchen appliances, melamine dinnerware, smoke detectors, baking accessories made of metal, high quality practical gadgets for the home, bath fixtures, quality design place mats, coasters and wall plaques, low pressure fryers/cookers, oil lamps, cleaning and do-it-yourself products, quality decorative drapery, hardware and decor products, contemporary style planterware, plant watering devices and live plant products.

Among products with moderate sales potential are: plastic consumer goods, baking accessories made of wood, metal wall tiles, mirror tiles, wooden kitchen products, enamelware tea kettles, candles, penlights, balloons, table linens, area rugs, shower curtains, fortune-cookie-making kits and similar type merchandise; soaps, silverware, decorative planterware.

MEXICO'S REVIVING MINING, CONSTRUCTION INDUSTRIES SPUR EQUIPMENT MARKET

Buyer response to a recent Mexico U.S. Trade Center equipment exhibition was clear evidence of the resilience of the construction and mining industries south of the border.

After a year of uncertainty and sharply reduced activity—brought on by the 1976 peso devaluation, tight credit conditions, and the customary new administration planning period—new and revived construction projects are to be seen throughout Mexico: new hotels in the capital, office building and subway expansion, Pemex oil towns, pipelines and refinery construction and renewed public works activity.

Mining investment has been assisted by a Jan. 1 change in the country's tax code which reduced the confiscatory tax on exports and income. With an eye on better cash flow and profit prospects, new and expanded mining projects by both established and new investors will require more and better equipment.

"Plum ripe for the picking" is how one exhibitor described the market. Steve Oden of the Auto Crane Co., a firm that was new to Mexico, projects sales of $200,000 worth of his small truck-mounted cranes over the following 12 months. D. Jack Otto, export agent for the Getman Corp., also a new-to-market company, found a ready market for Getman's "mules"—transport equipment for subsurface mines. Otto projects sales of $200,000 in the next year on the basis of five leads obtained during the show.

E. John Abolins, Grove International Corp., reported exceptional interest in his firm's hydraulic cranes and forklifts. Results: 75 requests for quotations, $200,000 in immediate sales, $1 million in sales projections. G. Thomsen Division of Royal Industries was one of three firms exhibiting truck-mounted concrete pumps. These pumps, with enormous booms extended, attracted a great deal of buyer interest. Thomsen reported immediate sales of $500,000 and expects an additional $500,000 in the next year. C. Alf Sorenson of the Ellicott Machine Corp., expects to be able to sell $1 million worth of his sophisticated dredges in the next 12 months. Sorenson said that as a result of his participation he had found out about a major new dredging project in the state of Tabasco.

More than 2,300 construction and mining company executives, architects, engineers, technicians, and officials from government agencies registered for the event. The 1,200-ton exhibition was valued at $50 million, and the 45 participants left $1,531,681 worth in Mexico—either sold outright or in the hands of agents or distributors. Twelve-month sales are expected to reach $40.4 million. Two representation agreements were signed; 11 are expected soon.

Water Use Equipment To Be Shown In Israel

An international exhibition of water use equipment, ISRAQUA '78, is scheduled to take place in Tel Aviv, June 4-8. Items to be featured will be water use systems and components for agriculture, industry and homes. The event will be sponsored by the Standards Institution, the Israel Center of Waterworks Appliances, the Union of Local Authorities in Israel and the Water Workers Organization. In connection with the exhibition, a scientific conference on efficient water use, with participation by researchers and developers from five continents, is being planned.

Contact: Paul Freeman, Government of Israel Trade Center, 111 West 40th St., New York, N.Y. 10018; telephone, 212-840-7100.

An industrial exposition, ISRATECH '78, focusing on metalworking and electronics, will be held concurrently in Jerusalem. Write: Government of Israel Investment Authority, 641 Lexington Ave., New York, N.Y., 10022.

OUTSIDE, INSIDE — *Pictured above is part of $50 million worth of mining and construction equipment on exhibit outside Mexico City's National Auditorium where U.S. Trade Center show was held. In photo at right, bilingual booth attendant (center) helps T. C. Meathen (right), representative for JLG Industries, Inc., explain operation of one of firm's aerial work platforms to trade visitor. Among those registered were more than 300 agents and distributors, and 150 manufacturers.*

BUILDING MATERIALS IN IRAN—*W. C. Whitehead (right) and W. A. Roeder (center) of Josam Manufacturing Co. discuss their firm's plumbing and drainage products with an interested Iranian visitor at U.S. Trade Center show in Tehran.*

U.S. Building Equipment, Materials Sell In Iran As Housing Shortage Continues

Though construction in Iran has slowed considerably since the boom years of 1974-75, much building is still under way. Various Government efforts are being undertaken to assure the growth of housing, and the trend for coming years appears to be toward low- to middle-income structures.

This was the setting in which 21 new-to-the-market suppliers recently displayed —and sold—their building materials and equipment at a U.S. Trade Center show in Tehran. In attempting to enter what experienced exporters agree is one of the most difficult and frustrating markets in the world, from taxis and telephones to cultural differences, these new-to-market exhibitors—with the assistance provided by the Trade Center—managed to conclude direct sales totaling $2.1 million and are looking toward an additional $8 million worth over the next 12 months. Twelve representatives were appointed; five are under negotiation.

Response to the exhibitors' displays indicates the following products as among those offering the best sales prospects: roofing sealants and coatings, plumbing equipment and systems, plastic pipe, concrete block and brick manufacturing equipment, mineral ceiling tiles and suspension systems, water proofing and insulation materials, pneumatic nailing, stapling and fastening equipment, aluminum and fiberglass screens and filters, and broadloom carpeting (synthetic fibers).

Virtually every product in the exhibition had significant technological advantages over those generally used in Iran; thus, visitors were able to examine products and equipment which are 'light years" ahead of those in common use locally.

The housing shortage is still severe. Basic building materials are in short supply, but as this problem is lessened, projects may proceed on a more predictable schedule—thus diminishing some of the significant costs now attributable to constant delays. Also, the level of Iranian appreciation for quality and durability of products and equipment in this field appears to be rising—a relatively new development that can only benefit U.S. suppliers, the U.S. Embassy notes.

Only contractors, consulting engineers, and architects whose firms are on the Iranian Government's list of "approved" firms may bid on public projects in Iran—with any combination of foreign partners or sub-contractors, however. Aggressive local representation is also necessary to insure that project specifications are compatible with the products manufactured by the U.S. supplier.

Climate Control Equipment Show Lays Groundwork For More Sales To Nordic Area

In the midst of Europe's cold winter weather, an exhibition of climate control equipment at the U.S. Trade Center in Stockholm laid the groundwork for added exports of such equipment to Scandinavia. Both exhibitors and visitors agreed that the show, the Center's first on climate control, was an important opening for U.S. products in this field, and 14 representation agreements were under negotiation at the conclusion of the event.

Eight of the exhibitors had had no representation there, and nine others were new to the Scandinanivan market. Of the 28 exhibitors, 19 were of modest size, with annual sales under $6 million. Denmark, Finland and Norway were all represented among the trade visitors, and exhibitors reported favorable prospects in all of those countries.

Products ranged from industrial air-conditioning units to heat exchangers and filters, tools, and accessories. Actual sales during the show reached $378,200; additional sales expected in 12 months were reported at $5.6 million.

CLIMATE CONTROL, SWEDEN—*Lennox Industries, Inc., Marshalltown, Iowa, exhibiting its advanced heat pump systems and solar panels at U.S. Trade Center for Scandinavia, reported high interest in its energy-saving equipment.*

CHINA CHARTS NEW COURSE THAT WILL EXPAND IMPORTS FROM WESTERN COUNTRIES

A new economic wind in the People's Republic of China brings good news to Western industrial exporters and raw material importers. Current plans, extending out to the year 2000, call for expansion of industry across the board and modernization of agriculture, which will result in increased purchases of Western equipment, technology, and whole plants.

A revamped, ten-year economic plan (1976-85), featuring significant changes from past policies, was unveiled by Chinese Premier and Party Chairman Hua Kuo-feng at the National People's Congress of the People's Republic of China on Feb. 26. The new plan is an updated version of a draft submitted by Teng Hsiao-ping, as the late Chou En-lai's economic alter-ego, in the summer of 1975. Discussed at the State Council and in a series of provincial conferences at the time, it was not fully appreciated in the West since the imbedded policy shifts were completely overshadowed by attention paid to the concurrent political infighting. Teng was purged, partly due to his economic proposals, and the plan became dormant, only to be resurrected along with Teng (now Vice-Premier).

This summary assessment of economic planning in the People's Republic of China was prepared especially for Commerce America *by Ian MacFarlane of the Commerce Department's Bureau of East-West Trade.*

Beyond the ten-year framework, economic planners look to the year 2000 to bring about a new China with an ". . . economic and technological level in most fields close to that of the most developed capitalist countries." The keys to achieving this three-phase goal are found in the three-year (1978-80) and eight-year (1978-85) portions—the first two phases.

The first phase covers the last three years of the current fifth five-year plan (1976-80). By 1980, China is to build "an independent and fairly comprehensive industrial system." Existing enterprises, rather than new plants, are being counted on to provide the foundation for growth of production in the short term. "Factories which have not reached their design capacity [are] to reach it in 1, 2, or 3 years." At the same time, particular attention is called for to improve product quality, which has received substantial criticism from Hua and in other recent reports.

Specific policies were laid out for agriculture and industry in Hua's 3½-hour keynote speech. Communes and State Farms are to step up their capital construction. They are to build more farmland, improve marginal land, increase irrigation networks, and turn to more scientific farming. The state is to take over large water conservancy works thereby centralizing control. The state further promises to make more farm machinery available to reach the goal of 85 percent mechanization of farm work. Existing farm machinery is to be used at a higher average rate, more chemical fertilizers and other agro-chemicals are to be applied, and new strains of plants are to be developed. The peasant is promised an increase in per-capita consumption as his reward. Industry should "concentrate its forces on . . . fuels, power and raw and semifinished materials," (e.g., petroleum, coal, electricity, and steel).

Acknowledging the constraint of limited funds for capital improvements, Hua set specific priorities for industry. In electric power, coal and petroleum progress must be fast. In other, unspecified, fields China will make lesser efforts or "even delay work." Eight general products were singled out in industry and agriculture for special priority. These are grain, cotton, edible oils, sugar, electric power, coal, petroleum, and steel. Most have an export or import substitution role, implicitly calling attention to China's need to import technology at high cost in order to meet the long-term goals. Explicit public statements by other high-ranking officials on the need to import foreign equipment and technology bode well for increased exports from the industrial nations to China.

The condensed nature of the current first phase of planning is due to the loss of the first two years of the fifth five-year plan. The plan was not in effect in 1976 during the factional political strife, and 1977 was spent in consolidating, reorganizing and revising the plan.

While no specific targets are set for 1980, the second phase—covering the complete sixth five-year plan—does call for ambitious increases in the production of the two key commodities—grain and steel. Grain production is to rise by 4 to 5 percent per year and reach 400 million metric tons in 1985. Crude steel output is to more than double by 1985, to 60 million tons. Industrial production is to grow by more than 10 percent annually from 1978

PRC Reciprocates

The registration of U.S. trademarks in the People's Republic of China will be permitted retroactively from January 1978. This recent action by the China Council for the Promotion of International Trade is in response to notification by the National Council for U.S.-China Trade in October 1976 that Chinese trademarks were already permitted registration under applicable U.S. law. The reciprocal spirit of the Chinese action represents a small but noteworthy step forward in the Sino-American commercial relationship.

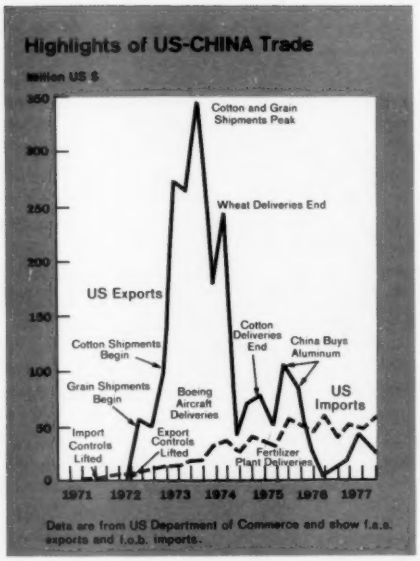
CHINESE PACKAGING DELEGATION—*An eight-member packaging study delegation from the People's Republic of China is shown touring the South San Francisco facilities of the O'Brien Corporation Industrial Coatings Division. The group, led by Meng Jen-na, Deputy Managing Director of the China National Export Commodities Corporation (*CHINAPAK*), recently spent three weeks visiting American packaging manufacturers, packaging material suppliers, supermarkets, and design studios around the country. The visit was sponsored by the National Council for U.S.-China Trade.*

through 1985. Production targets for other commodities were set but not released.

Hua disclosed that 120 major industrial projects will be undertaken to flesh out the planned development. Among these projects, all due on line by 1985, are 10 new oil and gas fields, 10 iron and steel complexes, 30 power stations, 6 new trunk rail lines, 5 key harbors, 8 coal mines, and 9 non-ferrous metal complexes. Western equipment and industrial skills will be a large and indispensable ingredient in these 120 projects.

During the second phase China plans to "basically complete an economic system of six geographic regions." The regions will have different economic levels and will cooperate with each other. New factories—including imported plants—should start up; grain yields should stabilize at higher levels; and China should be well on the way to mastering contemporary levels of science and technology under the general slogan calling for the "four modernizations" (i.e., the modernization of agriculture, industry, national defense, and science and technology).

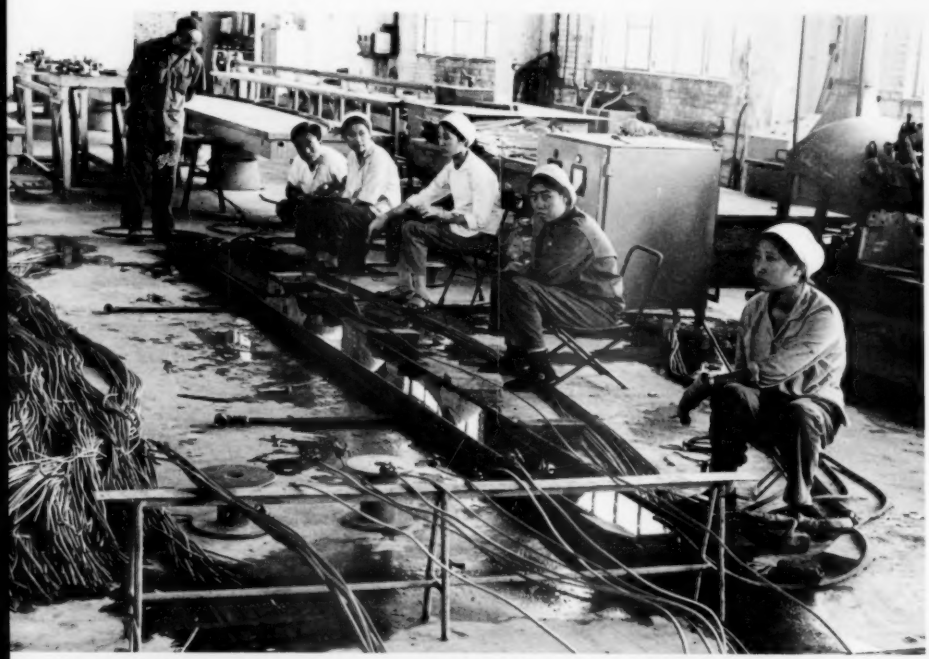
Peking will find it difficult, if not impossible, to increase steel production from the estimated 24 million tons in 1977 to 60 million tons in 1985. Massive imports of foreign plants—in a very short period—would be absolutely necessary to more than double the present steel-making capacity of 28-30 million tons. Grain targets are ambitious but possibly within reach. A good harvest is expected in 1978 provided the weather remains cooperative. Raw material exports will be increased to bring in the foreign exchange which will, in turn, buy the equipment and technology needed to make the plan work. Significantly, Japan was pressured into accepting a larger volume of oil, and steam and coking coal, than desired in the recent $20 billion Sino-Japanese eight-year trade agreement.



Teng's plan—and there is little doubt that Teng is in charge of the economy—alters key policy precepts of post-Great Leap Forward (1958) Mao thought in favor of philosophies (also Mao's) in vogue during the first five-year plan (1953-57). Material incentives are in; extreme egalitarianism is out. It is again safe to be *expert* as well as *red*. Centralized planning is being strengthened to replace the drift to diffused decision-making prevalent in the past decade. Control of factories by revolutionary committees is out and is being replaced by a cadre of professional managers.

Far-reaching effects will likely accompany the new policy of "specialized cooperation initially to be applied in the manufacture of agricultural machinery." Small and medium-sized factories which now produce all the component parts for major products, including assembly, will be allocated portions of the work under a system of specialization. For example, a small tractor factory will now be turned into a tractor gear plant, while a second plant will make the engine and a third assemble the tractor. Designs will be standardized—and licensed so no unauthorized versions are produced. Specialized production will undoubtedly increase overall output. This will generate a demand for increased short-range transport to move the subassemblies about and a demand for specialized machine tools of high productivity and low versatility such as transfer lines. This is the opposite of China's present output of, predominantly, low productivity and high versatility machine tools.

Hua said that "China's economic situation has undergone great changes." And that "the consolidation of enterprises . . . [has] . . . begun to yield results." The goal is to achieve marked success in three years with overall development faster than the capitalist countries. A "major turning point has been reached" in the economy.



FACTORY IN CHINA—*Workers at the Peking Electrical Machinery Plant test hollow copper conductors, later to be installed in large generators, for coolant leaks.*

Algeria Has Enacted Law Regulating Foreign Commerce

A law defining more clearly the state monopoly of foreign commerce has been passed by the Algerian National Assembly and promulgated by the President. Law No. 78-02 defines the state agencies that are allowed to engage in foreign commerce and describes the limited circumstances in which import authorization may be delegated either to foreign enterprises or to private Algerian company representatives. Contracts for commissions or contracts of exclusivity in any form are proscribed. The extent to which professional consultants (i.e., lawyers and fiscal advisors) may be used is outlined. Intermediaries (agents) are formally outlawed and criminal penalties prescribed for violations.

The law authorizes foreign firms working for the Algerian state to maintain offices in Algeria but requires that their local manager be of the same nationality as the firm.

An unofficial translation of Law 78-02 may be obtained by writing to ITA/BED/CAGNE, Room 3203, U.S. Department of Commerce, Washington, D.C. 20230.

DANES FACE LONG PERIOD OF AUSTERITY TO RESTORE EQUILIBRIUM TO ECONOMY

The Danish economy expanded by only 1 percent in 1977 and growth in 1978 is unlikely to be much greater, according to the U.S. Embassy in Copenhagen. The economy thus turned sluggish again after a temporary upturn in 1976.

The government has initiated a medium-term economic adjustment program to mitigate and eventually solve the country's crucial economic problems: a large payments deficit, a high rate of unemployment, and, as one of the keys to both problems, a still excessive rate of inflation. The minority Labor government in cooperation with the Conservative-Liberal opposition in this situation has given priority to balance of payments considerations in a deflationary policy of fiscal, monetary and wage restraint, accepting that unemployment probably will not be materially reduced until the 1980's.

Legislation in 1976 and again in 1977 imposed narrow limits on public spending, while sales taxes were raised. Wage restraint measures have slowed the wage rise, helped undoubtedly by low demand for labor. The combined wage-price-tax effect will lead to some reduction in real earnings in both 1977 and 1978. At the same time, Treasury/Central Bank operations have reduced the growth in money supply substantially, and interest rates are kept high.

Consumer sales, flat in most of 1977, fell in the last quarter when the value-added tax was raised from 15 to 18 percent and other sales taxes were increased. The resulting moderate decline in real wages will persist through the better part of 1978, and the consumer market is likely to remain correspondingly depressed. This depression could become deeper and more prolonged than actually warranted by wage conditions, depending upon psychological effects stemming from recognition that unemployment has come to stay and that austerity may be required for some time.

Despite a large fiscal deficit, the public sector is adding little stimulus to the economy. Various employment incentives included in the government's present three-year program will probably take effect only toward the end of 1978 and their impact may depend upon business confidence in the future. The current fiscal deficit is thus not a reflection of greater public activity or of a deliberate easing of fiscal policy but is rather the result of the present situation during which slow sales reduce tax revenues while high unemployment necessitates rising social benefits.

The investment climate is cool. Investment, previously high by international standards, has dropped from a peak of 22 percent of GNP (in 1973) to about 16 percent. An exception is the farm sector, where recent favorable price developments have boosted investment. An increase of about 20 percent in farm investment in 1978 is not unlikely. In the non-farm sector, plant investment rose 5 percent in 1977 but is expected to slow down in 1978. Equipment purchases are down already and expected to drop further. Homebuilding, an erratic sector, was down in 1975, recovered in 1976 but declined again in 1977. It now appears that stabilization may take place, but at a level somewhat below the previous official target of 40,000 home units per year.

Against the background of stagnant domestic demand, hopes for expansion concentrate upon the export sector. Prospects of a return to pre-crisis gains, however, are remote. In most sectors, exports rose about 4 percent in 1977, but 1978 gains are likely to be smaller.

Manufacturing industries had an 8 percent production gain in 1976 that about offset the previous year's decline. By the end of 1977, it looked as if this gain had been barely preserved. Some improvement at the beginning of 1977 was lost over the year, not least because of restrictive measures in the last quarter. Initially, export sales of capital goods were rather high but dropped sharply later in the year. There is still some expansion in exports of semi-manufactures and consumer goods but export market prospects, particularly in the important Swedish market, are far from bright. Domestic sales of industrial goods are flat, with downward trends.

Spotlight On Packaging

U.S. manufacturers of packaging machinery and related equipment will have a good opportunity to sell their products in Denmark at the U.S. Department of Commerce-sponsored exhibition in PAKTEK 78, an international packaging show in Copenhagen in December.

Among individual industries, losses in 1977 of previous gains in the dominant machinery industry kept pace with the decline in exports of capital goods. Foundries and related industries still showed some progress, however. There was also some continued advance in food processing, and brick and mortar industries improved with the stabilization in construction. Chemical and graphic industries were near stagnation while wood industries as well as textiles and garments showed declining production. Shipyards thus far have kept production up but their orderbooks are much reduced. They may lose as much as 65 percent of their export volume in 1978. With manufacturing industries generally near stagnation, agriculture, helped by a very good harvest, provided about half the limited growth of the economy in 1977.

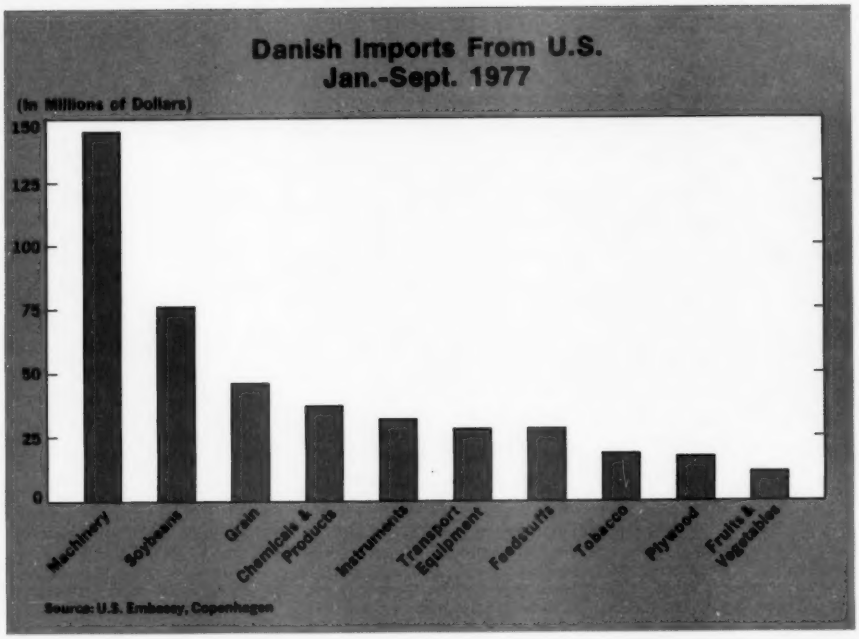
Although the productivity gains in industry have, after the 1975 record of 9 percent, returned to a normal rate of 3-4 percent per annum, the limited production increase is insufficient to employ the present work force, much less to absorb new labor inflows. In recent years, the labor force has been growing at rates twice those warranted by the growth in active population, partly because more women are seeking jobs when husbands are unemployed or in danger of losing their jobs. Service industries and the public sector cannot, with present budgetary restraints, absorb the surplus. Unemployment rose from 5.5 percent in 1976 to 6.5 percent in 1977 and is likely to rise further in 1978.

The rate of inflation has been reduced to about the average European level and is thus below that of several other European countries, including Scandinavia. On a national accounts basis the rate is still at 9 percent and is not likely to decline much in 1978. In 1977, consumer prices rose somewhat faster, partly because of higher sales taxes. With the heavy import component in Danish production and consumption, price-setting still depends much upon developments abroad. It would appear, however, that domestic sources of inflation have been checked to some extent. The industrial wage rise in 1977 probably was below 10 percent, a significant improvement from the double rates in 1974-75. This reduction resulted mainly from the government's incomes restraint measures but also from reduced labor demand. Wage drift is clearly quite limited at present.

Wage moderation is also likely to continue in 1978, but later developments are more uncertain because a partial suspension of the automatic wage escalation system expires in early 1979. At present workers are being compensated by government payments into pension funds. These will also cease in 1979. Union claims for backlog payments may then develop.

The government is eager to maintain its incomes policy in order to preserve and, if possible, improve Denmark's competitive position internationally. It will probably, however, have to find trade-offs to unions in order to reduce wage demands. The dormant "economic democracy" issue (greater worker participation in ownership) has been revived and a bill for more extensive capital gains taxation has been proposed. Neither measure is popular with the opposition or with business.

Because most raw materials and many semi-manufactures must be imported, Denmark normally has a foreign trade deficit which is partly offset by earnings from shipping, tourism, and other invisibles. The trade deficit, which rose sharply after the oil crisis, was reduced to prior levels in 1975. In 1976, however, tax relief programs led to rising consumer demands which were primarily directed toward imported goods, and the trade deficit doubled



that year. In 1977, imports were down slightly, and this decline is expected to continue in 1978. Despite the limited growth in exports, the trade deficit was reduced and may be further reduced in 1978.

During 1977, imports of consumer goods declined steadily, except in the third quarter when hoarding occurred prior to tax increases. In view of the present drop in real wages, the decline is likely to continue in 1978, though imports may stabilize in the second half of the year.

Weak industrial demand

Imports of capital equipment, which attained a high level in 1976, have since dropped off and will continue to do so in 1978. Industries are working well below capacity and demand prospects are not encouraging new investment. There may be some temporary boost of imports late in the year prior to expiration of current investment incentives.

Imports of raw materials and semi-manufactures for manufacturing and construction were stagnant or down in 1977 and stabilization at present levels is the most optimistic forecast for 1978. The farm sector increased imports of fodders and other materials in 1977 because of the poor Danish harvest in 1976. Considering the excellent harvest of 1977, however, imports are likely to decline again in 1978 despite some anticipated rise in animal production.

The improvement in the commodity trade balance in 1977 was augmented by increased earnings on invisibles. The external payments deficit was reduced correspondingly, with some further reduction expected in 1978. The deficit could easily rise again, however, once demand recovers, unless structural changes take place in the meantime.

In both 1976 and 1977 current balance of payments deficits were largely covered by public borrowing abroad. Since the private sector also borrowed quite heavily abroad in 1977, foreign exchange reserves doubled that year to some $2 billion.

The Danish krone is still tied to the Deutschemark within the European monetary cooperation, the so-called Snake. With reserves being maintained at a comfortable level, despite the large current deficits, it has been reasonably easy for the krone to hold its position in the Snake without much intervention, although speculative pressures have developed from time to time.

The major U.S. exports to Denmark are farm products, investment goods, and selected building materials. Since the Danish markets for all these commodity groups are expected to stagnate or decline in 1978, prospects are dimmed. U. S. exports, however, have previously shown stamina when the Danish market was weak and may do so again. Because of recent international monetary and labor cost developments, prices on U.S. goods have become more interesting for Danish buyers who previously were attracted mainly by superior U.S. quality. There were indications also in 1977 that U.S. exporters, especially of capital equipment, benefited from this relative improvement and gained in an otherwise weakening market. In other instances, however, U.S. products yielded because of unfavorable price relations.

With regard to capital equipment specifically, total imports of which fell during 1977, U.S. products performed better than average and improved their share of the market from 8 to 9 percent. Data processing equipment had an exceptional import rise of 40 percent with the United States retaining about one-third of the market. In 1978 overall imports of capital equipment may decline further, depending upon the extent manufacturers utilize the 10 percent investment tax credit which expires by the end of the year.

After a prolonged period of gain U.S. sales of scientific and other instruments lost ground in 1977 and may at best in 1978 stabilize at present levels. Trends are affected by budgetary stringency in purchasing institutions. The U.S. position is also probably affected by less favorable tariff treatment under the Florence Agreement.

The dominant position of U.S. plywood in the Danish building industry received a slight blow in 1977. While overall imports fell in 1977 in step with building activity and may stabilize at this lower level in 1978, Canadian price competition has reduced the U.S. market share from 90 to 80 percent. The Canadians, who are new in the Danish market, sell at prices 6 percent below those offered by the United States.

The consumer goods market, which has not been of major interest to U.S. exporters, will be slow in 1978. A sharp rise in exports of jeans to Denmark in 1977 probably reflected American manufacturers' diversion of production from their European plants back to the United States.

EC Imposes Anti-Dumping Duty On U.S. Kraft Paper, Board

The Commission of the European Communities (EC) has imposed a provisional anti-dumping duty on kraft liner paper and board originating in the United States, classified within subheading 48.01 CII of the EC's Common External Tariff. The duty will amount to the difference between the declared value and the fair market value in the United States as established by the Commission for the following categories: 175 grams or more per square meter—$255 fair market value per ton; 150 grams or more but less than 175 grams—$265; less than 150 grams—$275.

The measure, regulation 511/78, was adopted March 11 after the Commission, on the basis of a preliminary investigation, determined that U.S. kraft liner was being sold in the Community at prices below those in the U.S. market and was thereby causing injury to the Community's industry. The provisional duties normally apply for three months, but this period can be extended by a decision of the EC Council of Ministers.

For additional information contact Helen Kirpan, Office of Country Affairs, Industry and Trade Administration, U.S. Department of Commerce, Washington, D.C. 20230; tel. 202-377-5233.

Colombia's New Administration Will Inherit Healthy Economy; Import Capacity Remains High

Colombia's economic outlook for 1978 is favorable, according to Robert S. Pastorino, Commercial Attache at the U.S. Embassy in Bogota.

The economy's performance in 1977 was mixed. Strong internal demand, caused by the coffee bonanza and much higher service earnings, was not matched by production growth, primarily because of slower minor export growth, credit restrictions and business uncertainty. Real GDP grew faster than in 1976 but probably did not reach 6 percent. Inflation, which was about 30 percent, and its effects continued to dominate economic policy-making and brought forth the credit squeeze, significantly increased food imports, and marked efforts to attract imports of capital and semi-manufactured goods. Although the rate of increase dropped, substantial job creation did take place. International reserves reached $1.8 billion and import capacity rose to record levels.

A new administration will take office in August. The inflation rate is being curbed. The annual rate through the end of February was less than 15 percent, and if it can be held to this level for the next several months, there should be a gradual relaxation of monetary and credit restrictions. Continued high coffee prices and large service earnings are expected to provide ample international reserves, and Colombia's international credit rating is excellent.

The new administration should have the funds and the necessary budget authorization to increase infrastructure investment in public health, housing, education, agriculture, transportation and industrial development without greatly increasing the inflationary threat. Several major private investment projects, both domestic and foreign, may go forward as the election period ends, the new administration's economic policy becomes clear, credit restrictions are eased and if the security situation does not deteriorate.

Major investment potential lies in export industries and in the energy and mineral sectors. The rate of peso devaluation may increase as the government controls inflation and attempts to move the peso toward a more realistic price.

Import capacity will remain high, and the government is expected to continue to ease import restrictions on capital and intermediate goods. More than half of Colombia's imports are now on the free list. Lowered import duties—to 5 percent ad valorem—on a whole range of capital goods have been extended through most of 1978.

The most promising areas for U.S. sales to Colombia are: electrical energy systems; agricultural machinery and equipment; food processing and packaging equipment; telecommunications systems and equipment; mining and heavy construction machinery; pollution control equipment; and gas and petrochemical equipment.

In the energy sector, the Colombian Government continues to push ahead on major projects in the hydroelectric generation field, including the Mesitas Project (400 MW), the San Carlos II project (740 MW), and the interconnection of regional generation facilities which involves major transmission and distribution networks. With energy consumption estimated to increase at 11 percent annually and petroleum reserves declining, the hydroelectric field will be a lucrative one for exporters for the next decade.

The market for telecommunications equipment will continue to expand rapidly due to continued government emphasis on telecommunications as part of the National Development Plan. Large government investments are programmed to expand the basic telephone operations in the major cities.

Several large mining investments in coal, natural gas, and nickel will necessitate purchases of construction equipment, mining machinery, materials handling and transport equipment and technology. Exploration for uranium and copper is expected to continue and there are plans to expand emerald mining.

In most of the above sectors foreign competition is increasing. The Europeans and Japanese are interested in supplying electrical generating, transmission and distribution equipment along with the corresponding technology. Italian and Mexican firms have won large construction contracts and the Soviets recently signed an agreement to build the large Urra hydroelectric project. Japanese firms are making strong efforts in telecommunications and other industrial sectors. The foreign competition is aggressive, knowledgeable about Colombia, and often has a very competitive financing package.

New foreign investment continues to be slow except in the energy and minerals sectors. Within the framework of Decision 24 of the Andean Pact, Colombia welcomes foreign investment in certain high priority economic sectors or geographic regions, such as export industries outside the major cities. Although the Bank Colombianization Bill was passed in 1976, no other Colombianization measures are expected in the near term. A liberalized Andean Pact investment code was adopted in 1977, raising the allowable remittance on profits from 14 to 20 percent, with even higher levels permitted if necessary.

The United States continues to be Colombia's major trading partner. According to preliminary Colombian data, during 1977 the United States supplied approximately 35 percent ($920 million) of Colombia's imports, the largest single supplier by a sizable margin. Major U.S. exports were wheat, chemicals, automobile spare parts, aircraft, telecommunications equipment, and construction machinery. The United States imported during 1977 approximately $680 million or about 29 percent of total Colombian exports, leaving Colombia with a $240 million trade deficit, according to Colombian figures. U.S. figures, on the other hand, show that the United States has a trade deficit of $40 million. Coffee was the principal export to the United States; other major items were cut flowers, textiles and clothing, leather goods, and several primary products.

Total U.S. direct investment in Colombia is approximately $650 million, most

POWER PROJECT IN COLOMBIA—*Work at hydroelectric site of Alto Anchicaya will produce additional power for Cauca Valley (Inter-American Development Bank).*

of it concentrated in the mining and manufacturing sectors.

The Commercial Section of the Embassy and the Consulates in Medellin, Cali and Barranquilla continue an active program in promoting U.S. exports. The major 1978 activity will be the organization and management of a 4,000-square meter U.S. Pavilion at the XII Bogota International Fair July 15-30. The Embassy also has state and Commerce Department-sponsored trade missions and other trade promotion events scheduled. The Embassy's active Market Analysis Unit continues to produce detailed market studies of the sectors where export potential appears greatest. The Unit also periodically updates the status of major investment projects. Export-Import Bank maintains an active interest in financing U.S. exports to Colombia and has made several recent loans and preliminary commitments in sectors such as transport, cement, energy, and general industrial equipment.

Chile's Resurgence Continues; Low Duties Facilitate Imports

Strong economic recovery continued to characterize the Chilean economy in 1977, according to the U.S. Embassy in Santiago. Inflation declined to 63.5 percent, while Gross Domestic Product increased at a rate of about 8 percent.

Growth in the money supply was soaked up by increased imports, a result of falling tariffs. Many business executives would prefer a more expansionist policy, designed to lower short-term interest rates.

FROM CHILE TO U.S. TABLES—*Fresh Chilean fruit was a welcome sight to increasing numbers of Americans during the past cold winter. High quality of the Chilean product as well as its arrival during the Northern Hemisphere's mid-winter shortage helped boost total exports about 40 percent to some $75 million in 1977. In this scene crates of Chilean grapes are being unloaded at the Port of Philadelphia.*

Foreign investment, considered the key to sustained growth, lagged throughout the year, but picked up significantly in early 1978 with new investments by Exxon and Goodyear, in a copper mine and rubber tire plant, respectively.

Unemployment at 13 percent remains a problem. Fiscal austerity will not permit the expansion of labor-intensive public works, while the equally labor-intensive construction industry is depressed by low savings and high interest rates.

It is as yet unclear whether rising non-traditional exports will take up the slack in industrial production and employment likely to be lost to rising imports. The increase in these exports softened the $154 million trade deficit resulting from a combination of the increase in imports and low world copper prices. With copper prices expected low in 1978, the trade balance will depend on whether non-traditional exports continue to grow rapidly.

Total financial requirements needed to offset the trade deficit plus debt service payments were financed by borrowing from foreign commercial banks. These facilities reflect satisfaction with Chile's conservative economic policies and payments record.

The United States continues to enjoy a comfortable commercial balance in trade with Chile. U.S. exports increased 3 percent through December to $520.2 million. However, total Chilean imports increased 45 percent, dropping the U.S. market share from 30.4 percent in 1976 to 22 percent. In addition, U.S. imports from Chile increased 14 percent to $260.8 million. Given the rapid rate of growth of Chilean imports and exports, it is likely that the two-way U.S. balance of trade surplus will gradually be reduced along with the U.S. share of the Chilean import market. Increased sales of Japanese autos and decreased U.S. food relief shipments should accentuate this change.

Consumer goods across the board offer immediate opportunities for increased U.S. export sales. New government investment in energy, electricity and telecommunications opens the possibility to major project sales. Planned outlays include $15 million by the Pacific Steel Co.; $73 million by the State Oil Co.; $116 million by the State Energy Co.; $15 million by the Chilean Electric Co.; $2.5 million by the State Telecommunications Co.; $44 million by the State Telephone Co.; and $150 million by CODELCO, the state copper company.

Expert sales are facilitated by a free-trade policy based on low average import duties. Tariffs on imports of capital goods were reduced in December to 10 percent. The current import tariff ranges from 10 to 22 percent. These duties will be lowered in stages throughout 1978-79 to a nearly uniform rate of 10 percent. Automobiles remain an exception, with a separate schedule of reductions from the present level of 115 percent.

For 1978, and probably beyond, financing will be a key to closing many orders in Chile. Large government enterprises remain the major import end-users in the country, and the big-money orders may go where the financing package is most attractive. In this respect, European, Japanese and several Latin American suppliers will have the advantage of government lines of credit to draw on. American industry will have to be innovative financially as well as technically to beat the competition for the big-money sales.

For Chile's free-trade policy to succeed, the nation must shift resources into its most efficient sectors. These include not only mining but agriculture, fisheries and forest industries generally. Product areas of greatest export growth potential for the United States are clearly related to these expanding sectors of the Chilean economy. Product categories include farm and mining equipment, lumbering and processed wood machinery, and handling equipment designed to process, move and package goods for export. Faced with stiff import competition for the first time, many of Chile's small-scale industries are experiencing an adjustment process that could create additional U.S. export opportunities for a wide range of cost-saving industrial machinery and equipment.

Monetary growth has so far failed to raise savings and investment to the extent necessary to generate new economic growth. Despite the implementation of a liberal foreign investment policy, the 20 percent rate of investment in fixed capital thought necessary to sustain the assumptions of the economic model has not materialized. The low rate of fixed capital formation reflects: 1) the withdrawal of the state from its traditional investment role, 2) continuing lower rates of return on fixed investment in capital goods as compared to domestic interest rates, and 3) major foreign direct investment interest limited primarily to minerals and petroleum.

Private savings, the principal source of domestic investment financing, while increasing, are still depressed as a result of reduced income levels. More importantly, the 1973-76 contraction of the money supply aimed at decreasing inflation continues to make high domestic interest rates more attractive than fixed investment in capital goods. The expansion of the money supply in 1976-77 produced a slower rate of growth in holdings of currency and sight deposits and increased growth in time deposits. Nominal interest rates declined as a result. Despite this favorable trend the rate of investment in fixed capital in 1977 is estimated at only 12.3

(continued on page 20)

COMMERCE UPDATE
ON THE DOMESTIC SCENE

URBAN DATA BASE--One part of the new National Urban Policy proposed by President Carter is a plan for the development of a government-wide urban information base by a unit headed by Commerce Secretary Kreps. It would bring together social, economic and fiscal data that could be used to improve Federal and municipal development strategies. The Commerce Department is also a key Urban Policy participant in such areas as public works programs and grants, a new National Development Bank and redevelopment tax credits.

FOR RELIABLE SMOKE DETECTORS—Commerce's National Bureau of Standards has developed a portable testing instrument that can check any smoke detector now in use in less than a minute. It is designed for use by fire departments making periodic performance tests. Smoke detector producers are estimating a 10-year life for their products, but factors beyond manufacturers' control could reduce that period considerably.

U.S. METRIC BOARD CONFIRMED--The Senate has confirmed Dr. Louis Polk, Dayton industrialist, as chairman of the U.S. Metric Board, with the following as board members: from industry, Carl Beck, King of Prussia, Pa., Francis Dugan, Cincinnati, Mrs. Satenig St. Marie, Westport, Conn., Roger F. Travis, Holbrook, Mass., and Adrian Weaver, Stamford, Conn.; from labor, Thomas A. Hannigan, Silver Spring, Md., and Joyce Miller, New York; from public agencies, Sydney D. Andrews, Tallahassee, Fla., Dr. Frank Hartman, Lansing, Mich., Sandra Kenney, Owings Mills, Md., Dr. Henry Kroeze, Waukesha, Wis., and Glenn Nishimura, Little Rock, Ark.

FEDERAL PROCUREMENT CONFERENCE--The Western Michigan business community is invited to meet with procurement specialists from Federal military and civilian agencies and Federal prime contractors April 18 at the Walker Sports Arena, Muskegon, Mich. James M. Sparling, Jr., an Assistant to Rep. Guy Vander Jagt, has details on 202-225-3511.

MINORITY BUSINESS GRANT AT BORDER--Commerce's Office of Minority Business Enterprise has joined other Federal and California state agencies to help develop an industrial park in the border town of Calexico, which has a high unemployment rate. OMBE's grant money will go to attract firms to the park, help with construction, provide management assistance to minority firms as prospective tenants, and develop new business and employment opportunities in or near the park.

SALES BY FOREIGN AFFILIATES--Commerce's Bureau of Economic Analysis has now published 1976 sales figures for majority-owned foreign affiliates of U.S. companies, showing an 11 percent increase over 1975 to $514.7 billion. The previous year's increase was 6 percent. The share in total sales of exports to the U.S. was 7 percent, unchanged from 1975.

PROSPECTIVE SPENDING BY FOREIGN AFFILIATES--The Bureau of Economic Analysis reports that majority-owned foreign affiliates of U.S. firms plan to increase capital spending 10 percent this year, to $31.6 billion. This follows a 10 percent increase last year. The 1978 increase is widespread among countries and industries, and partly reflects expectations for continued moderate economic growth abroad.

NEW ENERGY MANAGEMENT GUIDE--An energy saving guide for small businesses using furnaces, kilns or ovens to dry paint, bake bread, fire ceramics, heat treat metal parts, etc., has been issued by Commerce's National Bureau of Standards in cooperation with the Department of Energy. NBS Handbook 124 "Energy Management for Furnaces, Kilns, and Ovens" is available at $1.60 from the Supt. of Documents, U.S. Govt. Printing Office, Washington, D.C. 20402.

NEW POLICY ON OCEANS--Secretary Kreps told the Coastal Zone '78 Conference last month that the Commerce Department is now undertaking "the first systematic review of ocean policy in a decade." She said "On taking the lead in this review I have recommended that it center on the need to improve our ability to manage U.S. ocean and coastal resources."

Gains In Labor Force, Jobs Unlikely To Match Last Year's Rapid Rise

This article was prepared by Chief Economist Courtenay Slater in collaboration with staff economist Thomas W. Kraseman.

Dr. Slater

The increases in both the labor force and employment during 1977 were among the largest in the postwar period. The relationship between the labor force and employment is partly reciprocal: the labor force grows faster when more jobs are becoming available, and conversely, the availability of workers is one factor considered in the creation of jobs. The labor force increased by 3 million persons, or 3 percent, over the year ending with the fourth quarter of 1977, compared with gains of 2.7 percent in 1976 and 1.4 percent in 1975.

The unusually large 1977 gain was partly a reflection of the recovery from the 1974-75 recession, superimposed on the strong upward trend in labor force participation that set in after 1972, especially among younger women.

For the three years 1975 through 1977 labor force growth averaged about 2.5 percent per year, little different from the 2.6 percent average of the previous three years, 1972 through 1974, a period of lower unemployment and smoother labor force growth. This comparison suggests that the unusually strong increase last year has now offset the slowdown during the recession and returned labor force growth to its underlying secular trend.

If this is the case, the growth in the labor force is likely to slacken this year. Even so, it is likely to be relatively rapid in comparison with the postwar years before 1972, and would imply a continuation of the sharp rise in adult female participation rates. Employment also should grow strongly but probably not enough to reduce the unemployment rate much below its recent 6.2 percent.

Population trends will tend to reduce labor growth gradually for some years ahead. For the past five years, annual increases in the working-age population (16 and over) have shown little change, holding at about 2.6 million annually. Starting this year, however, the annual rises are projected to diminish steadily in size, falling by over 100,000 each year until 1985, when the year's increase will be about one million smaller than the gain in 1977.

Employment gains during 1977 also accelerated markedly to nearly 4 million, or about one million greater than the increase in 1976. The rise steepened in nearly all major age-sex groups, but it was especially marked for teenagers, whose employment rose by about 8 percent during 1977, against 3 percent in 1976. Part of this increase may have reflected the expansion of public service jobs last year, many of which went to teenagers.

Accelerated employment growth in 1977 occurred largely in construction, manufacturing, and State and local governments, according to the Bureau of Labor Statistics' survey of establishment payrolls. Manufacturing and construction are much more cyclical than employment as a whole, so when a recovery speeds up, the change is likely to be most pronounced in these industries. State and local employment partly reflected the progress in public service job programs.

The 900,000 drop in unemployment during 1977 was about three times as great as in 1976. Adult men accounted for about two-thirds of this decline; while their employment gain was only about the same as that of adult women, their rate of participation in the labor force was holding about steady while rates for women and teenagers increased sharply.

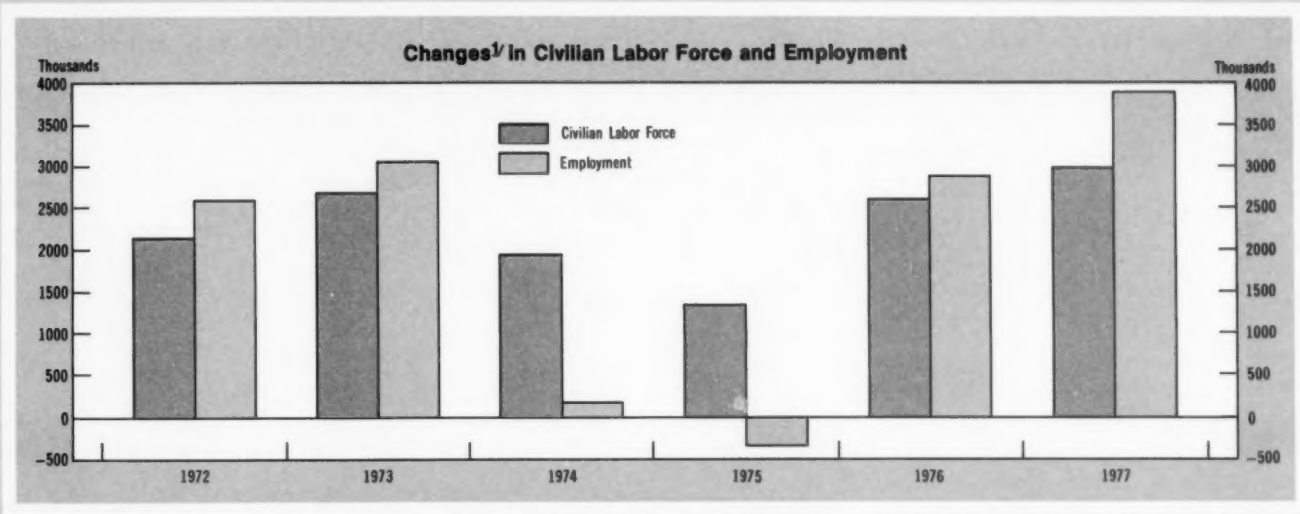
Of the total drop in unemployment, about 400,000, or nearly half, occurred in long-term unemployment—that is, among persons unemployed for more than six months. In a typical recovery, the sharpest declines occur in long-term unemployment, because this kind of unemployment does not become heavy except in recessions. In this recovery, the decline has been even more concentrated than usual in long-term unemployment.

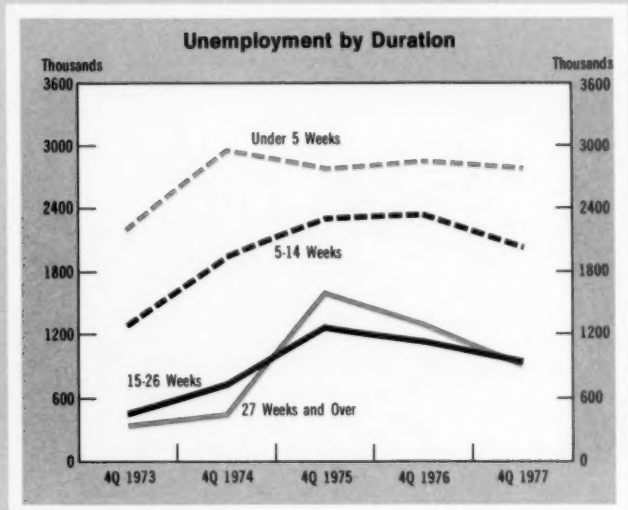
The reduction in persons unemployed through loss of their jobs accounted for nearly all of the 1977 drop in total unemployment. Little decline has occurred in the number of unemployed who had reentered the labor force. As more jobs open up in the recovery, discouraged people outside of the labor force increasingly feel that active job-seeking is once again worth the trouble, and they then become classified as unemployed until they begin working. Probably for the same reason, short-term unemployment—less than five weeks—also has come down only slightly from the recession peak. The median duration of unemployment dropped to seven weeks in the fourth quarter, compared with eight weeks one year earlier and nine weeks at the peak two years earlier.

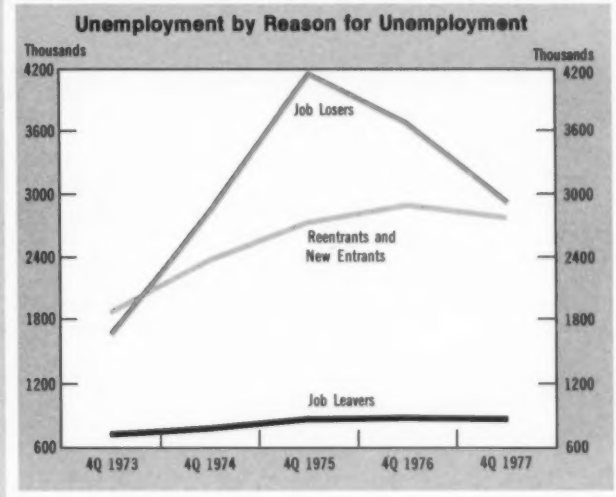
Movements into and out of the labor force with changes in the availability of jobs are accounted for to a considerable extent by people interested only in part-time employment. During the postwar period, the part-time work force has been increasing faster than the full-time; last year it accounted for about 15 percent of the total civilian labor force. To a considerable extent, this reflects the growing numbers of women and teenagers in the labor force, many of whom seek only part-time work. Over the course of a business cycle, swings in employment of part-time workers are considerably sharper than those in full-time employment. This largely is because they are likely to be the "extra" workers—hired to take care of a rush of business and laid off when a slackening comes. To a far greater degree than full-time workers, part-time workers respond to the loss of their jobs in a recession by dropping out of the labor force until jobs again are available.

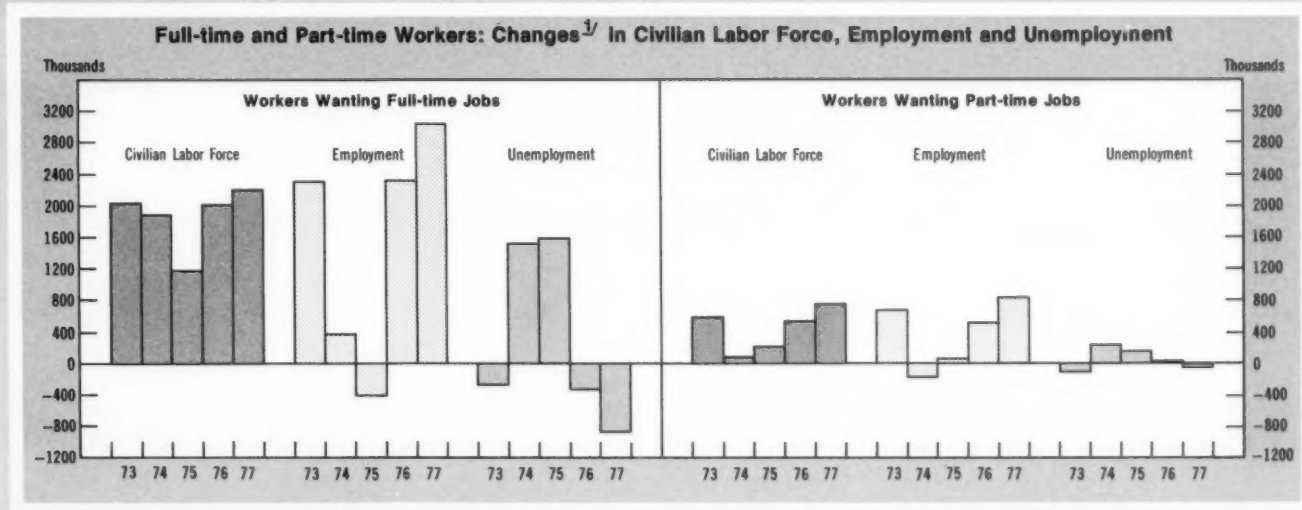
During the past two years of economic recovery, employment of part-time workers increased strongly, but the gains only about equalled the rise in their labor force, leaving their unemployment essentially unchanged. Since almost half of the teenagers and about one-fifth of the women who are unemployed are seeking only part-time jobs, the relative stability in part-time unemployment helps to account for the relatively modest declines in unemployment of teenagers and women during the recovery.

Another category of part-time workers are those who would prefer, but cannot obtain full-time jobs. These workers are included in the full-time labor force and employment as shown in the bottom panel of the charts. It is a measure of the continued slack in our labor markets, however, that during 1977 an average 3.3 million such persons desiring full-time work found only part-time. Although well below its recession peak, this number showed little tendency to decline further in 1977.









[1] Changes during year, measured between fourth quarters

(continued from page 16)

percent. This figure should improve in 1978 as total domestic investment is expected to increase 18 percent to $1,670 million, as a consequence of increased government spending on copper mining, public works, energy, telecommunications and petroleum.

The success of Chile's economic policy may be heavily dependent on its ability to attract a greatly increased flow of foreign direct investment. Without it, the pace of internal adjusment will be obviously affected. Actual foreign direct investment inflows, however, are only one-third the level considered necessary by government economists to sustain growth, employment and productivity objectives.

During the period July 1, 1974 to Oct. 31, 1977 total foreign direct investment was authorized in the amount of $1,203 million. Of the total, mining accounts for $1,032 million, or 86 percent. Investment in industry amounts to $104 million (9 percent); services $52 million (4 percent); transportation $9.7 million (1 percent); agriculture $1.6 million (0.13 percent); energy $1.3 million (0.11 percent); and construction $.9 million (0.001 percent). U.S. investment in Chile totals approximately $300 million.

Foreign investment negotiations which are under way are almost exclusively in the non-renewable resource sector, primarily copper and petroleum. In addition, that private foreign direct investment interest which has been shown outside the non-renewable resource sector continues to be concentrated in the purchase of existing state-owned corporations rather than establishment of new industries.

The philosophy of the Chilean Investment Law is to afford foreign investors national but no special treatment other than the right to elect between prevailing tax rates or an invariable ten-year rate and exemption from the value-added tax on imports of capital goods. Foreign investors are attracted by a responsible financial policy, access to a skilled and underutilized professional class and work force, natural resources, and the prospects for economic expansion. Some questions have been raised about the likely development of Chile's authoritarian form of government, upon which might depend the continuity of present economic policy.

Surinam Is 84th To Join GATT

Surinam has become a contracting party to the General Agreement on Tariffs and Trade. Surinam became independent on Nov. 25, 1975, and has since applied the GATT rules in its trade on a de facto basis.

The accession of Surinam brings the total of GATT members to 84. In addition, three countries have acceded provisionally to GATT, and 24 in practice apply the rules of GATT in their commercial policy.

Morocco Aims To Push Ahead With Industrialization Program Despite Downturn In Economy

While holding firm to its ambitious and largely foreign-financed development program, Morocco encountered a sharp downturn in overall growth rates beginning in mid-1977. The U.S. Embassy in Rabat cites a number of factors that contributed to this development.

The first was the disastrous 1976/77 harvest, which reduced the country's output of four key cereal products (barley, corn, durum and bread wheat) from 5.5 million tons in the 1975/76 crop year to 2.8 million tons in the 1976/77 season. The second was the continuing slow recovery of the world phosphate market, which despite increased tonnages shipped, produced a slight decline (0.4 percent) in the dollar value of total rock exports.

Another problem was the substantially increased foreign trade deficit, up 32.7 percent to $1.7 billion in 1977. This situation was brought about by a substantial increase in the value of imports (up 22 percent over 1976), which was not offset by a much smaller increase in the value of total exports, and the need to make up for production shortfalls in the domestic agricultural sector by means of increased grain imports.

A major factor contributing to the trade deficit was the government's continued determination to press forward with its industrialization program, which called for maintaining a high level of imports of capital equipment. This capital intensive development policy obliged the government to enlarge its already substantial reliance on the international financial market, with borrowings up 9.5 percent from 1976 to $1.14 billion in 1977.

Finally, the costs of increased military operations to counter the guerrilla insurgency in South Morocco, the former Spanish Sahara, and Mauritania contributed to a noticeable tightening in the government's overall liquidity posture. Although specific amounts and terms are unknown, the government also had further recourse to substantial concessional-type bilateral financial assistance from several Middle East countries. Some of the proceeds were probably used to defray multiplying capital purchases and ordinary expenditures called for by military operations in the former Spanish Sahara and increasingly in Mauritania as well.

At the same time, the money supply was enlarged by a significant 20.2 percent over 1976, due largely to central bank purchases of Moroccan treasury obligations. To counter the inflationary impact of this enlargement, credit to the private sector was held to a stringent minimum.

Faced with a tightening liquidity situation, the government moved to implement an active belt-tightening program in the 1978 budget, including the adoption of measures to increase revenues through higher taxes and improved tax administration. The import surtax was raised from 8 to 12 percent and duties were increased sharply on numerous luxury and non-essential items. Stringent credit limits on the domestic banking system were also imposed. Moreover, a slowdown in government payments to the private sector began to appear during the second half of the year.

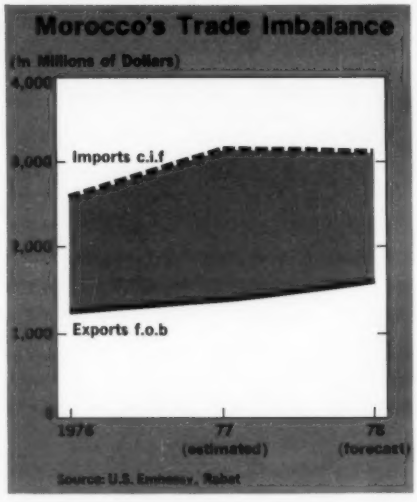
As a further indication of the increasing economic squeeze, the long-awaited 1978-82 five-year plan—initially to be submitted to Parliament during its first session in late fall 1977—was held back for major review and the retargetting of at least some project priorities. The Embassy expects it to be presented in late April or May, i.e., when the second session of Parliament convenes.

Prospects for 1978

With consideration of the five-year plan now deferred until mid-year, 1978 will probably be a year of consolidation, involving a more selective targetting of new investment allocations and carrying forward or completing in most cases only those projects that are well under way. There may also be retrenchment in the funding of some projects and a probable redirection of resources to those sectors (e.g., social services, rural education) which will become increasingly important from a political standpoint.

At the same time, a combination of at least moderate inflationary pressures (officially estimated at around 9.8 percent as opposed to 12.6 percent for 1977); the necessity for continued reliance on external borrowings to maintain economy-wide equilibrium and liquidity; and the substantial costs of the Saharan conflict are likely to delay any major turnaround in the situation until well into 1979.

On the brighter side, Morocco will probably not have to move as heavily into the international grain markets as last year,



in view of what looks like the makings of a good to excellent harvest. There should also be a continued if slow rise in phosphate rock prices, along with an expected upswing in rock demand. To the extent that Morocco is able to enlarge its present markets and develop entirely new customers for its rock exports—which could result from its recently initialed set of agreements with the USSR relating to development of the Meskala phosphate deposit, and/or from shipping larger tonnages to other customers—revenues could be even higher than now appear probable. Revenues from phosphate rock exports in 1978 should be about $640 million, assuming a conservative export level of 20 million tons at $32 per ton.

This year will thus see tight domestic credit; slow real growth in most economic sectors, except mining, agriculture and tourism; continued emphasis of the industrialization program; and an increasingly controlled enlargement of the country's foreign debt. While uncertainties exist with respect to rainfall, the economic situation in Europe, and the conflict in the Sahara, with a little luck and a good deal of financial and fiscal discipline, Morocco can weather what is certain to be a year of austerity and belt-tightening.

Basic economic problems

Nevertheless, there remain fundamental structural disequilibria within the Moroccan economy. They are fully acknowledged by a majority of the country's economic leadership, and unlikely to disappear over the short term, given even the most favorable circumstances affecting individual export items. The first is the country's deficiency in food production, which requires it to expend scarce foreign exchange on a regular basis to make up for its continuing shortfalls in domestic production of cereals, vegetable oils, and dairy products. The second is the country's inability to cover its economic development needs through sufficient export earnings, resulting in a chronic trade deficit. More troublesome is the gradual widening of the deficit over the past several years, a problem acknowledged to require fundamental remedial action, even at the price of reducing overall growth targets.

While the government will continue to impose price controls on basic foodstuffs and commodities (e.g., bread, sugar, vegetable oils, fertilizers, medicines), the actual level of subsidies will be reduced by up to 50 percent for many products, and prices will be allowed to rise in certain selected product categories. The aim is to enable the country to adjust over time to more realistic production costs and supply/demand relationships. At the same time, the government is likely to make a serious longer-term effort to enhance the country's agricultural exports by seeking new markets (e.g., the USSR, Middle East and Black Africa) and making active representations vis-a-vis the EEC for preferential access to these traditional customers.

A third disequilibrium—common to many developing countries—derives from Morocco's decision to fund its development programs by accepting a substantial and progressively increasing external debt. Such a policy was considered sound in 1974 and subsequent years, when Morocco's exposure was unusually low for a developing country. Even in 1976, for example, the debt service to export ratio was only 9.8 percent. It began to rise substantially in 1977, however, and is officially expected to reach about 16 percent in 1978. Seen in terms of debt volume, Morocco's external public debt has risen from $2.14 billion in 1976 to $3.33 billion in 1977, and should reach at least $4.1 billion in 1978.

Policy implications

Morocco's cautious financial managers are fully aware of these trends. They will insist on monitoring both the country's external debt posture and its currently reined-in domestic credit position. Moreover, they will exert a dominant influence in the government's current review of the new five-year plan's development priorities, and will insist that approved projects not exceed the plan's expected 110 billion dirham total five-year investment package, which is about $24.44 billion at current rates of exchange. By contrast, the estimated total investment package level for the 1973-77 plan was about 44 billion dirhams, or approximately $10 billion.

This means that Morocco is determined —as a matter of basic national policy—to proceed with its ambitious industrialization program over the longer term. Priority projects will thus almost certainly continue to be funded through 1978, the current tightness of the economy notwithstanding. It also means that, if necessary, the country appears ready to accept debt service ratios of 20-22 percent.

Morocco's determination to push ahead with its capital intensive development program offers U.S. firms attractive opportunities for sales of capital goods and related services. Interest will be particularly strong in high technology products and processes in which the United States has recognized leadership. Given its growing need for capital resources, the Embassy believes that Morocco will be making a more concerted effort to lure U.S. foreign investment into the country.

Projects likely to receive top priority in the late 1978-82 five-year plan include a new phosphoric acid plant, an oil refinery, a steel mill, port infrastructure for the integrated chemical complex and industrial port to be built at Jorf Lasfar, rail lines, road construction, together with irrigated land development and numerous other agricultural and industrial projects. Technical and management service companies will find an increasing market in Morocco as industrialization increases and development of high technology agriculture progresses. Opportunities also exist for U.S. banks to manage or participate in medium-term project and government loans.

The Moroccan Investment Code offers inducements to firms prepared to accord local partners at least half ownership plus board chairmanship. In such priority sectors as mining, tourism and export industries, one hundred percent foreign ownership is authorized, while still permitting foreign firms to profit from code incentives. Moreover, with proposed investment in excess of 30 million dirhams (approxi-

Cost Of Doing Business In Near East

The cost in the Near East/North Africa region of such necessities as an office, a telephone and a hotel room or house has been assessed by U.S. Foreign Service personnel. Following are some examples of the practical business information they have gathered:

► In Dubai, United Arab Emirates, office space can be rented at an annual rate of $17-$50 per square foot. Basic furniture is not provided.

► In Iran, the waiting time for a new telephone line is five months to two years, and the installation charge may be as high as $675.

► In the Plaza Hotel in Tel Aviv, the rates are $31, single; $36, double; and $150, suite.

► In Kuwait, the approximate monthly cost of renting a three-bedroom house is $2,300 to $2,800.

Commerce's Industry and Trade Administration has put this information into a single publication for the benefit of U.S. business. Countries included in this new Overseas Business Report are Algeria, Bahrain, Egypt, Iran, Iraq, Israel, Jordan, Kuwait, Lebanon, Libyan Arab Republic, Morocco, Oman, Qatar, Saudi Arabia, Syria, Tunisia, United Arab Emirates, and Yemen Arab Republic. Greece is also included because a number of U.S. firms have Near East regional offices in Athens.

Near East/North African Business Costs (OBR 78-02) is available for 80 cents from any Commerce Department District Office, or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

mately $6.6 million), advantages in addition to those specified in the code can be negotiated with the Moroccan Government.

Libya Establishes Company To Do Business In Foodstuffs

The national Foodstuffs Import, Export and Manufacturing Company is one of the many new national companies which the Libyan Government is establishing in pursuit of its goal to nationalize the economy. Located at P.O. Box 2439, Chamber of Commerce Building, Benghazi, it has the government's authority to be the sole importer of foodstuffs into the Benghazi area. In the future it will open branch offices in other parts of Libya, and, in the distant future, it plans to enter into joint venture projects in the area of food processing.

Because of its government sponsorship, this company should prove to be a good business contact for interested American firms. Those interested in joint venture projects in this field should write to Abd Al-Samad, Chairman of the company.

Egypt Will Require Licenses For More Than 80 Imports

The Government of Egypt has drawn up a list of more than 80 commodities for which import licenses will now be required. The new policy is designed to assure rational allocation of available foreign exchange. It had been ascertained that foreign exchange was being expended for imports of many items which were already available in Egypt either because they are locally produced or because state trading companies have large stocks from previous years. Before granting a license, a special interministerial watchdog committee reportedly will make a judgment on the availability of the commodity locally.

Commodities for which licenses are required include telephone cables, agricultural tractors, locomotive engines, irrigation and drainage pumps, artificial leather, plastic containers, perfumes, cosmetics, toothpaste, corrugated cardboard boxes, and textiles.

Tokyo Is Site For Seminar

The American Chamber of Commerce in Japan plans to hold a seminar in Tokyo April 26 on "How to Motivate and Train Sales Personnel to Effectively Market Consumer Products and Services in Japan". This is one of a series of marketing seminars that the Chamber tailors to the needs of American executives involved in the Japanese market. Problems and solutions are presented through a "comparative East-West case study approach". For information contact: ACCJ Executive Director, 701 Tosho Bldg., 2-2, Marunouchi 3-chome, Chiyoda-ku, Tokyo 100. Cable AMERCHAM, TOKYO; telex ERNSTTYO J 28332.

INTERNATIONAL BUSINESS REPORTS

Directory of Washington Representatives of American Associations & Industry. 1978 edition. 330pp. $30.

Contains data on more than 5,000 individuals, 500 law and public relations firms, and 4,500 organizations throughout the United States which retain representation in Washington. The information comes from one unique source—annual questionnaires to all individuals and law and PR firms listed in the book; and many public sources—lobby registrations on file with Congress, foreign agent registrations at the Department of Justice, files of the Federal Election Commission, files of the regulatory agencies, and other public records. It is broken into three reference groupings: an alphabetical list of the representatives themselves showing for whom they work; an alphabetical list of companies and organizations showing who works for them; and a list of companies and organizations by the key word of their title, by industry category, by the subject of their legislative concern or by country groupings.

Write: Columbia Books, Inc., Room 601, 734 15th St., NW., Washington, D.C. 20005.

York International Capabilities in the Middle East. Published by the York division of Borg-Warner Corp. Free.

This revised and updated brochure is designed to provide information to consulting engineers, mechanical contractors and other firms doing business in the Middle East. Specific information about 14 nations is included. Maps show the location of key cities. For each nation, the booklet lists air-conditioning design conditions, electrical characteristics, budget labor rates for electricians and plumbers and the addresses of York distributors. Population, land area and the unit of currency also are shown. Includes a separate map of the Middle East area.

Write: York International, P.O. Box 1592, York, Pa. 17405 (ask for form Y77-4499).

Economic Surveys for France (December) and United Kingdom (March). Published by the Organization for Economic Cooperation and Development. $3 each.

Each study analyzes trends in the subject economy during recent years, foreign trade and payments, trends in economic policy, and prospects for 1978, as well as current economic policy considerations.

Write: OECD Publications Center, Suite 1207, 1750 Pennsylvania Ave., NW., Washington, D.C. 20006.

Price Change For OBRs

New prices have been announced for Commerce's Overseas Business Reports (OBRs). Subscribers to this series get some 75 reports a year providing detailed information on trade and investment conditions and opportunities in countries around the world. The new rates are $46 a year ($11.50 additional for foreign mailing), or 80 cents a copy. Order from any Commerce District Office or from Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Calendar For World Traders

April 18—Memphis — World Trade Club meeting, Southwestern at Memphis.

April 18—Greensboro, N.C.—Seminar on Export Opportunities in Iran, Albert Pick Motor Inn. Speaker: Michel Smith, Commerce Action Group for the Near East. Sponsors: Commerce Dept., Triad World Trade Assn. Information: Sam Troy, 919-378-5345.

April 18—New York — FCIB Hardware-Automotive & Allied Trades Group meeting, Summit Hotel. Information: 212-725-1700.

April 18—Jackson, Tenn.—Introduction to Exporting seminar, Jackson State Community College, 901-521-3213.

April 19-21—Phoenix—Seminar on Fundamentals of Finance and Accounting for the Non-Financial Executive. Presented by The Wharton School, University of Pennsylvania. Information: 800-223-7450 (in New York State, 212-953-7262).

April 20—New York—FCIB Drug, Chemical & Food Export Club, Summit Hotel. Information: 212-725-1700.

April 20—Cleveland—Workshop on Banking, Finance, Collection Procedures. Sponsors: Commerce Dept., SBA, Cleveland World Trade Assn., Northern Ohio District Export Council, Eximbank, OPIC. L. J. Bendler, 216-522-4755.

April 24—Louisville—Kentuckians Look at Mexico, Galt House. Presented by International Center of University of Louisville, 502-588-6602.

April 25-26—Washington—Conference on Asia: A Market Forecast for U.S. Business, Johns Hopkins School of Advanced International Studies. Will analyze market conditions and investment potential in key Asian markets, with special focus on Japan. Jayne Booker, 202-337-1022.

April 26-28—New York—Same program as April 19-21, Phoenix, above.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about upcoming trade exhibits and trade missions, licensing and joint venture proposals, opportunities to sell to foreign enterprises, major construction and expansion projects, and visiting buyers.

U.S. Promotions Abroad

For more facts on these and other U.S. exhibitions write: Director, Office of International Marketing, Rm. 4015, U.S. Department of Commerce, Washington, D.C. 20230. For trade missions: Rm. 6051, U.S. Department of Commerce, Washington, D.C. 20230.

Water Resources Specialized Trade Mission to Saudi Arabia and the Yemen Arab Republic. June. The development of urban and agricultural water supplies has high priority in each of these two arid countries. Saudi Arabia is constructing large flash evaporation units for urban water supply as well as undertaking smaller-scale water projects in provincial and agricultural areas. Several international agencies are assisting in the development of water resources in Yemen, and the country has a budget of approximately $200 million to organize future water and sewerage projects. Call Dick Sousane, 202-377-2973.

Process Controls Technical Sales Seminar. GDR, Czechoslovakia, Bulgaria. June 2-16. Top priority is given to bolstering export capabilities to the West by improving production quality and alleviating chronic skilled labor shortages. Advanced process control equipment and technology is being sought to meet these priorities. Dick Bell, 202-377-5163.

Warehousing Systems Exhibition. U.S. Trade Center, Tehran. June 4-8. The Iranian Government is committed to an intensive program of expanding and providing new warehousing facilities to accommodate the large quantities of imported capital goods. Excellent opportunities exist for American firms. Call Rogers L. Brackeen, 202-377-2952.

Communications Equipment and Systems Seminar Mission. Sudan, Gabon and Ivory Coast. June 4-19. The African market for this equipment has shown steady growth through this decade despite general business downturns in 1974 and 1975. As the market becomes more technologically advanced, demand is expected to increase. With the OPEC dollar in Gabon and Sudan supporting generally sound economics, and the Ivory Coast's ambitious Five-Year Development Plan (1976-80), a favorable climate exists for increasing expenditures by public authorities and large private corporations. Contact J. Richard Sousane, 202-377-2973.

Industrial Process Control Instrumentation Exhibition. U.S. Trade Center, London. June 5-9. The U.K. market for process control instrumentation was valued at $500 million in 1976 and is projected to be $800 million by 1982. Availability of high quality crude oil from the North Sea is spurring ambitious plans for a huge petrochemical industry in the U.K. Bill Flanagan, 202-377-3459.

Electronic Components Exhibition. U.S. Trade Center, Sao Paulo. June 5-9. The Brazilian market for electronic components, including electron tubes, passive components and semiconductors, has shown continuous expansion during the past 10 years. The average annual rate of growth through 1980 is projected at 9 percent, with a total market of $582 million in 1980. The U.S. share of the import market is expected to reach 58 percent in 1980, an increase of 10.4 percent over 1976. Annette V. Napper, 202-377-5427.

Environmental Protection Seminar/Exhibit. U.S. Commercial Office, Moscow. June 5-9. The Soviet Union has indicated considerable interest in anti-pollution technology and equipment for air, water, and sewage purification, and in implementing the U.S.-Soviet "Agreement in the Field of Environmental Protection." Call Nancy Rinehart, 202-377-2801.

U.S. Agricultural Machinery and Equipment Catalog Exhibition. Guatemala, Honduras, Nicaragua. June 5-13. The economies remain heavily dependent on agriculture, despite its gradual decline in relative importance. Development is taking place against a background of traditional agriculture, oriented largely towards export crops rather than food crops. Catalog Exhibitions, 202-377-3973.

Cargo Handling Seminar Mission to Morocco, Algeria, and Tunisia. June 5-16. Rapid rates of economic development in these North African countries are stimulating strong demand for improved cargo handling facilities. Algeria is embarking on an ambitious program of expanding and modernizing its ports; Morocco is turning increasingly to containerization; and Tunisia is allocating $90 million of its new Five-Year Plan to port enlargement. Call Art Laemmerzahl, 202-377-3741.

Metal Finishing & Surface Treatment Equipment and Supplies Exhibition. U.S. Trade Center, Milan. June 6-9. The rebound of the Italian economy, the stability of the lira, the termination of both the import deposit policy and the foreign exchange purchase tax, and the recent upward shifts in the value of the West German and Swiss currencies make Italy a very competitive market for U.S. producers. In 1976, imports of subject U.S. equipment totaled $4.75 million, amounting to some 15 percent of Italian imports. U.S. sales were up in the categories of painting preparation and painting equipment ($1.44 million), polishing equipment ($1.38 million) and cleaning equipment (0.96 million). Forecasts for future U.S. sales are very favorable, with totals projected to reach $6.08 million by 1981. Call C. E. Walls, 202-377-3462.

Business Equipment and Systems. U.S. International Marketing Center, Sydney. June 12-16. The market for this equipment in Australia is expected to increase from an estimated $176 million in 1977 to $305 million in 1980. This resurgence of growth will occur as greater emphasis is placed on modernization and improved cost-saving techniques. Carolyn Creatore, 202-377-4957.

Security Equipment Catalog Exhibition. Vienna. June 20-22. Annual sales of security equipment in Austria are estimated at $13 million. This market is expected to increase sharply over the next few years. Seventy percent of the total current market for security equipment in Austria is supplied by imports. Catalog Exhibitions, 202-377-3973.

Printing and Graphic Arts Equipment. Caracas. June 26-July 1. Venezuela's market for graphic industries equipment is expanding vigorously, and is projected to top $54 million a year by 1981. The government, in an attempt to deploy the fruits of the oil boom, is strengthening and diversifying the economy. Business and government are both becoming more document-conscious, and improved living standards are generating new interest in reading matter and product packaging. The printing industry will increase its investment in equipment by an average of 11 percent annually from $35 million in 1977, to meet the rapidly growing demand. Hans J. Amrhein, 202-377-2332/2995.

Petroleum Exploration & Extraction Equipment Catalog Exhibition. Rio de Janeiro. June 27-30. The immediate demand for petroleum equipment in Brazil has encouraged Commerce Department participation in OFFSHORE BRAZIL—The Latin American Oil Show. The Government of Brazil has moved to give the petroleum exploration and extraction industry the highest priority for development, including certain import tax, license, and competitive exemptions. U.S. exports of drilling equipment reached $32.5 million in 1976, increasing since 1972 at a striking average annual increase of 45 percent. Catalog Exhibitions, 202-377-3973.

U.S. Logging and Woodworking Equipment Catalog Exhibition. Kumasi, Ghana. June 28-30. Besides logging, this exhibition theme will include reforestation equipment as well as conversion equipment for pulp, paper, plywood and veneer, and woodworking machinery. This vertical exhibition concept is particularly suited to Ghana, which has one of the highest GNP's ($4 billion) and per capita incomes ($416)

in West Africa. The country has a sizable industrial base which produces wood products, paper, textiles, tobacco, food and beverages, and other manufactured products. The outlook for wood and wood products, the second leading export, has been improving; according to the latest available data, the United States, Ghana's number one supplier, had a 15 percent share of the $61 million market for equipment and machinery for Ghana's logging and forestry industries in 1975. With emphasis in Ghana being placed more and more on local processing of logs, a wide range of equipment from sawmilling to woodworking is in strong demand. End-users and agent-distributors generally respect U.S. product lines. The official Ghana Timber Marketing Board favors increasing local processing of the many available species of hardwood for export, in particular, the production of knockdown furniture, mosaic floor boards, plywood, and furniture parts. Catalog Exhibition Section, 202-377-3973.

Communications Equipment Exhibition and Seminar. U.S. International Marketing Center, Singapore. July 3-7. The Telecommunications Authority of Singapore has budgeted $1.5 billion in its long range investment program for communications equipment. Total imports of communications equipment were $185 million in 1976. Malaysia has allotted $430 million for communications equipment through 1980. The State Telecommunications Corporation of Indonesia plans to spend $430 million on telephone equipment purchases alone by 1979. The total market for communications equipment in these three countries is projected to be over $600 million by 1982. Contact Todd W. Burns, 202-377-2051.

Packaging Equipment Exhibition. U.S. Trade Center, Taipei. July 10-14. Due to the large volume of exports by Taiwan, there is competition to improve the appearance, safety and durability of products. This trend will cause imports of packaging equipment to increase in the next three years by 40 percent compared with 1976. Market size in 1976 was US$5.9 million with projections of $7.2 million for 1978 and $8.4 million for 1980. Market research and basic summary available from Joseph Burke, 202-377-4961 or 5402.

Agricultural Equipment Catalog Exhibition. Ghana, Togo, Swaziland. July 10-18. These three countries had a total Gross Domestic Product of over $5.5 billion in 1975. Total imports of the three amount to over $1 billion, of which about $50 million consists of agricultural equipment. Although Ghana is struggling to improve its balance of payments, it has the greatest potential; Togo's economy is steadily expanding; and Swaziland has moved up from one of the world's least developed countries in 1968 to a $533 per capita GDP in 1975 with an 11 percent real economic growth in the past three years to 1977. Catalog Exhibitions, 202-377-3973.

Telecommunications Equipment and Systems Seminar Mission to Mexico, Costa Rica, El Salvador, Guatemala. July 12-29. Excellent markets exist in Mexico and Central America for U.S. manufacturers of telecommunications equipment. Through 1982, Mexico has planned expenditures of approximately $360 million, of which almost $230 million will be procured abroad. Costa Rica, El Salvador and Guatemala, with virtually no local production of this type of equipment, will spend approximately $170 million through 1982 on telecommunications equipment. Product areas to be promoted on this mission include telephone and telegraph apparatus, data communications equipment, non-broadcast radio and T.V. equipment, broadcasting radio and T.V. transmission and studio equipment and communications test equipment. Walter Bastian, 202-377-3636.

25th Damascus International Fair. July 15-Aug. 1. Syria's most important and prestigious annual business event. Has proven an effective vehicle for entering the Syrian market and offers opportunities for U.S. firms seeking local representation and maximum exposure to Syrian governmental and private sector decision-makers. In 1977, more than 200,000 visitors came through the U.S. pavilion, and the 35 U.S. firms participating sold $1.1 million off-the-floor and had projected sales of nearly $50 million. Contact Karl S. Reiner, 202-377-5767.

AMTECH '78. Business Equipment, Computers and Health Care Equipment. Wellington. July 24-28. The current market for computers and business equipment in New Zealand is over $60 million and is expected to double by 1981. New Zealand enjoys a comprehensive health care program and by 1981 yearly expenditure for equipment and supplies is expected to reach $27 million. Harry Stringer, 202-377-4957.

Security and Safety Devices, Equipment and Systems Exhibition. U.S. Regional Marketing Center, Singapore. July 24-28. As gateway to Thailand, Malaysia, Indonesia and Southeast Asia, Singapore is the principal marketing, distribution and financial heart of an area supporting a population of 190 million, with an aggregate GNP in excess of $55 billion. More than a single, national market, Singapore's strategic location and industrious, educated population have earned for the country an economic significance throughout Asia that far surpasses its physical size. As Singapore and its neighboring markets pursue their courses of industrial and economic development, their immediate and future requirements for more and better security and safety devices, equipment and systems grows. Last year, Singapore alone imported nearly $65 million in security and safety equipment. By 1979 this figure has been projected to reach $69.1 million, and by 1982 imports into Singapore will amount to $73.5 million. Sophisticated American products are respected and preferred. Bob Blake, 202-377-3560 or 4156.

U.S. Commercial Fishing Equipment Specialized Trade Mission to Philippines and Taiwan. August. There are continuing profitable opportunities for the export of U.S. commercial fishing equipment to the Philippines and Taiwan. In the Philippines fishing resources as a whole are particularly under-exploited. One of the major problems of the Philippines Fishing Industry is the inadequacy of fish processing and distribution facilities. The Philippine Government is in favor of obtaining equipment and technology to improve the operation of commercial fisheries and fish production. In Taiwan, there is currently a drive under way by both the government and large commercial fishing concerns to substantially upgrade fish processing, storage and packaging facilities. The following product and technology areas are considered to offer excellent export potential: sea-farming technology, purse-seiners, sea-food processing equipment, commercial refrigeration systems used in land transport vehicles, storage and marketing and ship-based refrigeration systems, high technology fish finders, dam barge fishing technique with attendant equipment and highpowered diesel engines. U.S. mission members will be exposed to intense one-on-one sales meetings with high-level public and private officials responsible for the expansion of fishing industries. Limited to 10 U.S. firms. Contact Robert J. Bucalo, 202-377-3741.

Machinery and Systems for Concrete Construction, Seminar Mission to Colombia, Ecuador, Venezuela. August. Construction activity in Venezuela is expected to reach unprecedented levels during the next five years. This will strain local resources of materials and equipment and lead to impressive growth in imports. In Colombia, the government recently unveiled its most ambitious public investment program to date—a $6.6 billion plan to build a more solid economic base. The investments, which include infrastructure expansion such as construction of hydroelectric power facilities, airport expansion and modernization of roads, will begin immediately. The revival of Ecuador's import boom places this country among the top ten west hemisphere markets for U.S. exports. The construction industry, especially in the major projects area, has been very active in Ecuador, with the market for imported machinery estimated at $50-60 million. Housing starts, highway construction, airport and port expansion should continue in Ecuador well into the 1980's. The principal objective of the seminar mission will be the sale of U.S. manufactured machinery and systems and the introduction of U.S. technology. The following areas are considered to offer high export potential: concrete block building technology; concrete housing systems; effective compaction techniques; forming, curing, splitting and curbing concrete block; handling concrete on the job site; post-tensioned pre-stressed concrete construction. Limited to 7 U.S. firms. Contact Robert J. Bucalo, 202-377-3741.

Forestry and Sawmill Equipment Exhibition. U.S. Trade Center, Mexico City. Aug. 1-3. Mexico has over 100 million acres of forested land but must supplement its local production of rough-cut wood through imports. To reduce the need for imports the current Mexican administration plans to invest $727 million in forestry and sawmill operations between now and 1982. Consumption of forestry and sawmill equipment should increase 44 percent annually to $108.4 million in 1980, 80 percent of which will be met by imports. U.S. machinery, favored for its advanced technology, high quality and superior parts and service availability, will maintain a 50 percent share of the Mexican import market for forestry and sawmill equipment. A wide range of products will be promoted at this exhibition. Mary R. Wiening, 202-377-2313.

Fluid Power Exhibition. U.S. Trade Center, Taipei. Aug. 7-11. Taiwan's fast-growing economy and the parallel growth of wage rates have resulted in a demand for fluid power equipment, which is seen as a superior method for automating and improving quality control in a variety of manufacturing facilities. Imports account for 90 percent of the fluid power equipment marketed in Taiwan, and the U.S. has the largest share after Japan with sales of over $10 million in 1976. The Industrial Development Board is actively promoting the use of fluid power technology; as Taiwan becomes involved in the production of simple fluid power components, demand for more sophisticated U.S. equipment will grow rapidly. Call Robert Blake, 202-377-5401.

Scientific, Industrial and Medical Instrumentation Exhibition. Manila. Aug. 14-18. The Philippines imports most of the scientific, industrial analytical and medical instruments and related equipment it requires. In 1976, $13.7 million worth of scientific and industrial analytical instruments and $6.8 million worth of medical instruments and related equipment were imported into the Philippines. Imports of scientific and industrial analytical instruments are forecast to grow at a rate of about 15 percent, and imports of medical instruments by 5 percent per year through the early 1980s. The United States is the leading supplier of all types of instruments, and this trend is expected to continue in the face of strong competition from Japan, and to a lesser extent, West German and British instrument manufacturers. Presently, U.S. firms supply 35 percent of the scientific and industrial analytical instruments and almost 60 percent of the medical instruments and related equipment imported into the Philippines. Lars Lofas, 202-377-4227.

Petroleum Exploration and Extraction Equipment Trade Mission to Brazil and Argentina. Aug. 21-Sept. 1. Brazil and Argentina are strongly committed to the development of local petroleum production. Brazil's petroleum company, Petrobras, invested $860 million in 1977 on oil prospecting and extraction equipment alone. The Government of Brazil has recently authorized Petrobras to import equipment for use in the Campos Oil Basin. These import tax and license exemptions underline Brazil's high priority to oil exploration and extraction. Argentina plans to reach self-sufficiency in oil production by 1985. Therefore, the government and private companies in Argentina are planning to spend $80 million in 1978 and $100 million in 1979 on oil prospecting and extraction equipment. U.S. exports of this type of equipment to Argentina have increased from $6.3 million in 1972 to $12.8 million in 1976. Geoffrey H. Walser, 202-377-2973.

Leisuretime U.S.A. Exhibition. U.S. Trade Center, Tokyo. Aug. 28-Sept. 1. Japan, with a population of 113 million and a per capita GNP of $4,900, is the largest overseas U.S. market. Japan accounts for approximately 8 percent of total U.S. exports of leisuretime products included in this theme. Accelerating trends of a five-day workweek and increasing disposable income favor promotion of leisuretime goods. Theme products include: golf equipment, fishing rods, reels and tackles, hand-held power tools, tennis rackets and balls, snow and water skis, baseball, football, basketball, volleyball, ice hockey equipment, motion picture cameras, projectors and screens, musical instruments, and related others. Irwin D. Nathanson, 202-377-4390.

Chemical/Petrochemical Processing Machinery and Instrumentation. U.S. Trade Center, Mexico City. Aug. 29-Sept. 1. Mexico is currently carrying out plans to double crude oil production by 1982, and has earmarked $7.65 billion for the petrochemical industry. Purchases of machinery and instrumentation by Mexican chemical/petrochemical processors are forecast to grow at an annual rate of 24 percent during the next several years. Despite substantial growth in Mexican production of needed products, a greater share of demand will be met by imports, projected at $396 million annually by 1980. Call Thomas L. Thomas, 202-377-4463.

U.S. Exhibition at Selkhozteknika 1978. Moscow. Aug. 31-Sept. 14. The largest exhibition of agricultural machinery, equipment, instruments and technology to be held in the Soviet Union in 1978. The third international exhibition will focus on almost all areas of agri-business and affords American producers a genuine marketing opportunity. Bob Bradshaw, 202-377-5164.

School Construction Equipment & Educational Training Aids Catalog Exhibition. Nigeria. August-September. The federal and state governments of Nigeria have allocated $5.3 billion for the improvement and expansion of educational facilities and programs during 1975-80. About half of the allocated funds will be used for the construction of approximately 900 new schools and universities. The other half will be spent on new educational equipment and techniques. The emphasis is on secondary education (43 percent), primary education (12 percent), and higher education (10 percent). Buildings to be constructed cover the entire range of educational facilities from classrooms and laboratories to dormitories and sports complexes. The best opportunities for U.S. suppliers of educational training aids are in the higher technology categories and at the higher educational levels. Catalog Exhibitions, 202-377-3973.

General Industrial Equipment—U.S. Exhibition at the 34th International Trade Fair. Plovdiv. Sept. 3-10. Bulgaria has increasingly turned to the West for products and technology unavailable from communist markets, and, as a result, Bulgarian-U.S. trade has increased ten-fold in the past five years. Bulgaria stresses modernization and expansion of existing plants and equipment under its Seventh Five-Year Plan (1976-80). It is estimated that 55 percent of total capital investment of $30 billion will be expended for modernization and reconstruction programs, compared with 30 percent under the 1971-75 plan. Investment in machine-building and metalworking, chemicals and electronics, which comprise the main branches of the industrial sector, have highest priority for future development. Tony Bilecky, 202-377-3367.

Chemical/Petrochemical Processing and Equipment. Leipzig Fall Fair. Sept. 3-10. GDR government planners have placed special emphasis on the rapidly expanding chemical/petrochemical industries. The current five-year plan, 1976-80, calls for an increase in crude oil processing capacity from 17 million tons in 1976 to 23 million tons in 1980 and for the production of more chemical feedstocks. Annual production of plastics, especially low and high-density polyethylenes and polyurethanes, will reach 930,000 tons by 1980. The output of synthetic fibers is planned to hit 140,000 tons per year by the end of the plan. A new acrylic fiber plant is planned. The plan calls for increased production of nitrogen, phosphate, and calcium fertilizers. New chlorine plants are slated to supply domestic plastics and export markets. Production of pharmaceuticals is to rise by 65 percent. The outlook for other chemicals and downstream petrochemicals industries is also one of accelerated development. Reginald Beckham, 202-377-2801.

Plant Operations and Industrial Maintenance Equipment Exhibition. Seoul. Sept. 4-8. Korea's consumption of plant operations and industrial maintenance equipment is expected to reach $293 million in 1982, with imports providing two-thirds of the industry's needs. U.S. suppliers could easily capture at least one-fourth of this potential as import liberalization makes purchases easier, and rising labor costs encourage automation. A significant demand exists for the following product lines: environmental controls, safety equipment, maintenance and materials handling equipment, power generation, and security systems. Call Fred Ott, 202-377-5895.

Plastics & Rubber Production Machinery & Materials Exhibition. Caracas. Sept. 4-9. The Venezuelan market for plastics and rubber production machinery, accessories and plastic materials is considered one of the best among developing nations. The United States is presently selling over 50 percent of the plastic raw materials and 35 percent of machinery needed by the Venezuelan plastic and rubber industries. The total market requirements for equipment in 1975 jumped 51 percent over 1974 and in 1976 increased 30 percent over 1975, and should continue at the same rate through 1980. To obtain a copy of the market research summary and registration forms for this financially rewarding exhibit, call Charles M. Cummings, 202-377-5812/2995.

International Security Equipment Fair. Essen, Germany. Sept. 11-15. The rising need for security and safety devices is mainly explained by the fact that terrorism in Europe has increased and police are no longer completely able to protect individuals or property. Protection by technical installations is one of the best means of crime prevention. In 1976 the German security equipment market totalled $1.2 billion, with the United States supplying about $60 million. By 1982, the market is projected to increase by 36 percent. The U.S. share, at that time, is predicted to reach $88 million. Contact Loretta Allison, 202-377-2905.

Food Processing and Packaging Equipment Exhibition. U.S. Trade Center, Sao Paulo. Sept. 11-15. Sales of food processing and packaging equipment in Brazil totaled $94.5 million in 1976 and imports amounted to more than $27 million. U.S. exports of food processing and packaging equipment to Brazil have been projected at a 20 percent level, but U.S. exporters face serious competition from European manufacturers. A few of the best prospects are crushing machines for cocoa beans and grain, presses for wine, milk homogenizers, ice cream making machines, refrigeration equipment, orange juice extractors, multipackers, thermoforing equipment, and shrink packaging equipment. A summary of the Commerce Department study of the Brazilian market for food processing and packaging equipment pinpoints additional high potential sales items. A copy of the summary is available from G. Lincoln McCurdy, 202-377-5427.

Computech '78 — Computer Hardware/Software/Technology Exhibition. U.S. Trade Center, Taipei. Sept. 11-15. The market for EDP equipment and systems expanded by 19 percent between 1976 and 1977, and is expected to increase to US$78.8 million in 1981, representing an average annual growth rate of 21 percent over the next four years. Imports supply virtually 98 percent of this need, with U.S. firms enjoying an estimated 70 percent market share in 1977; this share is expected to hold steady through 1981. Present EDP population is believed to be about 100 large/medium/small frames (capacity near 10,500 kilo bits) operated primarily by the government, in addition

to over 200 mini-computers and microprocessors. U.S. peripherals producers should be alert to take advantage of the expected doubling of sales in this field by 1981 from the US$9 million in 1977. Exceptional opportunities exist for sales of Chinese mandarin character I/O devices and other interface units, as well as for pre-packaged software programs designed to permit owners of EDP equipment to achieve greater flexibility and increased utilization of present hardware. Dave Horridge, 202-377-4961 or 5401.

Arctic Oil Seminar Exhibit. U.S. Commercial Office. Moscow. Sept. 11-15. The U.S. Commercial Office in Moscow is working closely with the Soviet Ministry of Oil. Call Jim Robb, 202-377-4810.

Australia's International Engineering Exhibition. Sydney. Sept. 11-16. Under the aegis of the U.S. International Marketing Center in Sydney, the American Pavilion in AIEE will feature 5 product categories: CAD/CAM equipment, machine tools and metalworking equipment, process control instruments, pumps, valves and compressors, and industrial hand power tools. AIEE, "engineered to sell," is the largest event of its kind in the Southern Hemisphere and draws exhibitors and visitors from around the globe. Robert McLaughlin, 202-377-4957.

Process Controls Catalog Exhibition at "ILMAC '78." Basel. Sept. 12-16. Increased emphasis on modernization and automation in Switzerland has created a market for process controls estimated at $270-$300 million per year. The U.S. share of this market is approximately $50-$60 million. Sales of process controls are expected to grow 3-6 percent annually as the Swiss economy continues to improve. Electronic process controls have the best sales potential. Major investments are planned in: automatic process control systems, related data acquisition instruments and transmission devices, advanced instruments and components, and indicating, recording, and monitoring devices. U.S. suppliers of process controls should find an interesting and sophisticated market for their products in Switzerland. Catalog Exhibitions, 202-377-3973.

Business Equipment & Systems Catalog Exhibition at "BUREAU '78." Brussels. Sept. 13-20. Belgian imports of business equipment have grown steadily in the last four years, from less than $250 million in 1974 to over $350 million in 1977, and are expected to increase to over $475 million by 1981. The U.S. share of this market has risen from $53.8 million to $85 million during 1974-77 and is projected to reach $113.6 million by 1981. Although there is major growth expected for photocopying machines, cash registers, and typewriters, the greatest growth will be in data processing equipment. Imports of this equipment are expected to increase 10 percent per year through 1981. Certain market conditions will make it possible for small and medium as well as large U.S. manufacturers of EDP to drastically increase sales in Belgium through joint ventures with established European companies. Catalog Exhibitions, 202-377-3973.

Advanced Medical, Surgical and Dental Equipment—Brno International Engineering Fair. Sept. 13-21. Czechoslovakia plans to upgrade the level of medical services to its general population through 1980. Advanced medical research equipment, examination and diagnostic instruments, blood and organ analysis instruments, sophisticated surgical equipment, advanced life support systems, and radiological diagnostic and treatment equipment all have potential. Tony Bilecky, 202-377-3376.

Textile Machinery and Equipment Exhibition. U.S. Trade Center, Mexico City. Sept. 19-22. The Mexican demand for textile machinery will rise from $86.7 million in 1977 to an estimated $155.9 million in 1982. There is no domestic production of textile machinery in Mexico. U.S. manufacturers currently supply 16.9 percent of Mexican imports. The competitiveness of U.S. equipment prices, previously heavily drubbed by the Peso devaluation, has recuperated sufficiently through the recent revaluation of the major competitive currencies. Equipment most in demand by Mexico's textile industry includes ring-type spinning and twisting machinery, stretch-break equipment, high-pressure yarn dyers, spoolers, sizing machinery, non-rapier looms, sweater strip machinery, continuous bleaching equipment, jet dryers, nappers, fiber lockers, fabric and yarn washing, roller-cutters and jacquard knitting machinery. Call Hans J. Amrhein, 202-377-2332/2995.

Health Care and Medical Equipment Catalog Exhibition. Vienna, at "Krankenhaus '78." Sept. 19-22. Austria is almost completely dependent upon imports for its biomedical equipment. Imports of this equipment nearly doubled between 1973 and 1975, rising from $19 million to over $36 million. The U.S. share of the market rose from $1 million to $3 million during the same period. In 1977, the ministry responsible for Austria's national health plan had an estimated budget of $109 million, which provides for the establishment of new and the reorganization of existing health care facilities. The responsible buying authorities intend to purchase the most up-to-date equipment for installation in the new hospitals. This should increase the demand for sophisticated equipment from U.S. suppliers. Catalog Exhibitions, 202-377-3973.

Aquatech '78—Water Technology Equipment. Amsterdam. Sept. 19-23. Recently completed market research indicates that the Netherlands is an excellent market for American water technology equipment. Dutch expenditures on this equipment reached $60 million in 1977 and are forecast to surpass $100 million in 1981. Imports in 1977 were estimated at $16.5 million, up from $11.5 million in 1975. Continued growth is anticipated, with imports valued at $27 million forecast for 1981. Imports from the United States represented 17 percent ($2.8 million) of the Netherlands' total imports of these products in 1977. With sales of American equipment to the Netherlands projected to be $4.6 million in 1981, this is a must exhibition for growth-oriented U.S. manufacturers and distributors. Contact Helen Burroughs, 202-377-4941.

Business and Office Equipment and Systems Exhibition. U.S. Trade Center, Milan. Sept. 24-29. Will be held at same time as SMAU, Italian Business and Office Equipment Trade Fair. Exhibitors in the Trade Center Exhibition will capitalize on the estimated attendance of 30,000 trade visitors at the SMAU event on the adjacent Milan Fairgrounds. The Italian market for business and office equipment is projected to grow from $304 million in 1977 to over $500 million in 1982, an annual growth rate of some 11 percent. The U.S. exhibit will feature all types of business equipment, including electronic calculators, copying and duplicating equipment, electronic accounting machines, micro and mini-computers, microfilm equipment, paper handling equipment, bank proof and encoding machines, letter handling and mailing machines, and word processing systems, all of which have been identified as having high sales potential in Italy. Marcia Griffin, 202-377-4975.

Building Products, Materials, Systems and Equipment Exhibition. U.S. Trade Center, Tokyo. Sept. 25-29. Building and construction products in Japan in 1976 represented a $37 billion market. The forecast for 1980 is $54 billion. Imports for 1980 are expected to reach $1 billion, of which the U.S. share is estimated at over $300 million or about 30 percent. New construction for 1976 was 2.3 million units valued at $79 billion, and is expected to increase to 3.1 million units at an estimated value of $110 billion by 1980. Market summary and basic research available. Robert Levine, 202-377-4379.

Materials Handling Specialized Trade Mission to Malaysia and Thailand. Sept. 25-30. During the three-year period 1979-81 combined purchases of materials handling equipment by public and private sectors in Malaysia and Thailand are expected to total at least $210 million. In Malaysia, the economy has made impressive gains over the past few years and planned expansions of the ports and airfields augur well for U.S. sales of materials handling equipment. Thailand's Fourth Five-Year Plan, 1977-81, projects a growth rate of 7 percent annually and requires a total investment of about $31 billion. Major project plans in that country envision ambitious development of basic facilities to process raw materials. This will not only require extensive use of materials handling in itself, but will generate expanded port and transportation facilities. Imports will have to satisfy about 95 percent of demand in both countries. Wanda Ale, 202-377-3119.

Meat and Dairy Processing and Packaging Equipment and Technology Technical Sales Seminar. Oct. 2-17. Poland, Bulgaria, Yugoslavia, Hungary. These four countries are planning significant growth in meat and dairy production in order to fulfill increasing consumer demands and meet export expansion commitments. New western technology and equipment to make the meat and dairy production more efficient is mandatory if they are to meet their objectives. Officials from these countries have expressed specific interest in breeding technology, deboning, waste disposal and reprocessing, canning and labeling equipment and technology, equipment and technology for egg processing, feed mold inhibitors, protein recovery systems and broiler production, dairy packaging, sterilization and milking equipment and technology, enzyme, hard cheese, rennett and butter production technology and ice cream and yogurt production equipment and technology. Call Nancy Rinehart, 202-377-2801.

Nuclear Industry Exhibition, NUCLEX 78. Basel, Switzerland. Oct. 3-7. Held every 3 years, NUCLEX is a prestigious international event in which the majority of the significant suppliers of nuclear equipment and services throughout the world participate. It attracts more than 12,000 professional and trade visitors from all European countries and from most countries outside Europe. Encompasses all nuclear related equipment, including instrumentation for research and operations, reactors and power generating equipment and

hardware of all types, waste solidification and water and air treatment, process controls and automation equipment, fuels and materials, computers for nuclear applications, and all services concerned with nuclear planning, siting, construction, transportation and monitoring. George Ruffner, 202-377-4384.

Bucharest International Fair—Industrial Electronics and Instrumentation. Oct. 5-14. Romania's premier international trade fair will provide U.S. manufacturers of industrial electronics and instrumentation an opportunity to penetrate or expand in a growing market. The Romanians are planning to invest between 920 and 960 billion lei ($76.6-80.0 billion) in the national economy from 1976 to 1980, with two-thirds assigned to industry. Machine-building is designated as one of the most important industrial branches. Within the machine-building industry, the share of output of electrical engineering and the electronics industry is expected to reach over 20 percent by 1980. These goals, together with commitments to further expand U.S.-Romanian trade, made during the fourth session of the Joint American-Romanian Economic Commission in November 1977, add up to a bright outlook for sales of American industrial electronics and instruments. Mike Frisby, 202-377-5186.

Nauka '78. Exhibition for Scientific and Laboratory Instruments. Moscow. Oct. 12-23. The $390 million USSR market for scientific and laboratory instruments is expected to grow 6 percent in 1978. Soviet purchasing authorities have specific interest in cryogenic devices and instruments for physical-chemical research. Dick Bell, 202-377-5163.

Lasers and Electro-Optical Equipment Exhibition. U.S. Trade Center, Tokyo. Oct. 23-27. Statistics obtained through various trade sources show that the Japanese market for lasers, electron microscopes, stereoscopic microscopes and analytical instruments expanded from $97 million in 1975 to $168 million in 1977. The average annual rate of growth over the two-year period 1975-77 was 25.5 percent on a Japanese yen basis. By 1982, the market is projected to reach $270 million, based on a 10 percent annual growth rate from 1977. Mara Yachnin, 202-377-4383.

Plastics Seminar/Exhibit. U.S. Commercial Office, Moscow, Oct. 23-27, and Leningrad, Oct. 30-Nov. 3. The current Soviet Five-Year Plan calls for increased use of plastics to raise quality of production and meet increasing consumer demand. Call Jim Robb, 202-377-4810.

Pollution Control Equipment and Instruments—Antinquinamento 78, International Pollution Control Fair. Milan Fairgrounds. Oct. 31-Nov. 4. Antinquinamento is a biennial fair which attracts a truly international audience. The 1976 fair drew over 15,000 visitors from 42 countries. The Italian market for pollution control equipment and instrumentation is projected to increase by 55 percent through 1982. Contact Bill McClure, 202-377-4605.

Electronic Production and Test Equipment Exhibition. U.S. Trade Center, Sao Paulo. Nov. 6-10. The growing importance of Brazil's electronics industry is creating a strong rise in demand for equipment and special materials for electronic components production. Continuing demand for electronic consumer products and government efforts to stimulate domestic components production should raise sales to over $57 million in 1980. American suppliers are expected to make new inroads, increasing their import market share to 40 percent in 1980, as imports of test instrumentation and special materials for electronic components advance. Domestic production of equipment and materials in Brazil is forecast to expand rapidly; however, local producers are not expected to keep pace with demand. Imports, which reached $25 million in 1976, are expected to rise to $45 million in 1980. Sales of U.S.-origin equipment are forecast to reach $18 million a year by the end of the decade. Annette V. Napper, 202-377-5427.

U.S. Hospital & Medical Equipment Catalog Exhibition. Thailand, Singapore. Nov. 6-11. The total market for hospital and medical equipment in Thailand was estimated at $23.5 million in 1977. This market is supplied almost completely by imports. There are 19 projects remaining under the 1977-81 Thai public health plan that will cost more than $943 million. The modernization of Singapore's hospital and medical facilities that began in 1972 is expected to continue until 1982. During the next five years, the medical equipment market is projected to rise as two major hospital construction projects are completed. Annual purchases should increase to $6.4 million annually by 1979. Two other hospital projects are planned in the early 1980's that should keep up the demand for medical equipment. Best prospects for U.S. sales in these markets will be in sophisticated and specialized medical equipment. Catalog Exhibitions, 202-377-3973.

Electronica '78. Munich Fairgrounds. Nov. 9-15. This international trade fair for electronic components and assemblies, held every two years, is considered to be the world's largest and most important event in the field of electronics. The German market alone for electronic components is forecast to reach nearly $3 billion in 1980. Sales reached an impressive $2.2 billion in 1976 and are predicted to grow an average 7 percent annually through the remainder of the decade. U.S. manufacturers account for the largest share of the import market, supplying about 20 percent of imported components. Don Schmadel, 202-377-2920.

Communications Equipment and Systems Trade Mission to India. Nov. 15-30. The Government of India plans to invest approximately $2 billion to modernize the communications network in the country. India expects to import communications equipment and systems valued at about $367 million during the 1978-80 period, compared to $106 million of imports in the prior three years. The government indicates that 80 percent of the equipment to be imported by India in the next three or four years is in the new technology area and is primarily produced by U.S. companies. The expanding Indian market for communication equipment will provide excellent sales and joint venture opportunities for U.S. suppliers. Geoffrey Walser, 202-377-2973/4.

Food Processing Seminar Exhibit. U.S. Commercial Office, Moscow, Nov. 27-Dec. 1, and Kiev, Dec. 4-8. The U.S. Commercial Office is working closely with the Soviet and Ukrainian ministries in charge of food processing; the Ukrainian Ministries of Meat and Dairy and Food Industry have given the Commercial Office a list of equipment and processes that they want to have promoted at this event, the first to be held in the breadbasket of the Soviet Union. Jim Robb, 202-377-4810.

Licensing, Investment Abroad

IRELAND—Fifth largest company seeks joint venture or licensing arrangement with medium to large U.S. firm. Areas of interests are: **fine chemicals; pharmaceuticals, light engineering, leisure sector; protein products, animal health products, medicare.** Company presently produces **sugar, processed vegetables, meats, poultry, fish, agricultural machinery, animal feed and ground limestone.** Other concepts or expansion of firm's current product range will also be considered. Forty to 50 staff members and clients of firm are planning commercial mission to U.S. June 12-30. Company willing to send representatives to U.S. earlier if prospects warrant. Additional information available from Overseas Products & Investment Opportunities Staff. Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78235.

SAUDI ARABIA — Firm seeks contact with American companies interested in undertaking following kinds of projects on joint venture basis: **warehouses; construction of roads, buildings, shopping centers and amusement parks; operation of beef and dairy farms.** Also desires contact with suppliers of **foodstuffs, decorative items, building materials.** Representatives of company will be in U.S. for 10 days beginning April 27. Contact: Sami or Mohamed Kutubaldine, Kutubaldine Establishment, P.O. Box 3499, Jidda. Telephone: 51987, 51989, 53396; cable, EDLAR. Please send copies of initial correspondence to Mary C. Inoussa, Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-377-4065. P-78262.

2511, 2899, 3251, 3253—NIGERIA—Consortium of business companies and bank in Calabar, Cross River State, is interested in forming joint ventures with U.S. partners for three industrial plants. Plants will be established to produce **salts from rocks, ceramic bricks and tiles, wooden furniture.** Forty percent equity in each venture would be taken by U.S. partners. Representative of firm will be in the U.S. May 9-June 8 under U.S. Government International Visitor grant. Discussions with interested U.S. companies will take place during that time. Contact: Mrs. Mary C. Inoussa, Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-377-3786 or 4065. P-78236. OPIC.

2647—QATAR—Firm seeks joint venture to establish country's first plant to produce **paper tissues.** Can supply land for project in Doha suburbs and provide all financing. Prefers to deal with U.S. manufacturers of well known brand tissues. Ahmed Al-Kahldi, Mgr. TEFCO Trading Contracting Co., P.O. Box 5223, Doha. Telephone, 329747; telex, 4586 TEFCO DH. P-78227.

2819 — INDIA — Seeks licensing and/or

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. WTDR request forms may be obtained from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

joint venture agreement to produce **20,000 tons of sodium tripoly phosphate** per year through purification of phosphoric acid (solvent extraction technology). Proposal facility at Khetri Rajasthan is estimated to cost over $8 million and is being developed by public sector firm. D. K. Dhaon, Chmn. & Mng. Dir., Hindustan Copper Ltd., Industry House (14th Floor), 10 Camac St., Calcutta 700017. Cable, HINDCOPPER; telex, 021 3291; telephone, 446677. Copies of responses should be sent to Commercial Section, U.S. Con. Gen., 5/1 Ho Chi Minh Serani, Calcutta 700071. WTDR. P-78237. OPIC.

2823, 2824 — GERMANY — Firm seeks joint venture arrangement with U.S. firm engaged in processing **textile raw and waste materials.** Company doing business in depolimerisation as well as agglomeration would also be of interest. Company engaged in processing, distributing and exporting natural and synthetic fibers of all kinds. Employs 100, has annual sales of DM 15 million. Wolfgang Spur, Bus. Mgr., Heinrich Glaeser Nachf., GmbH, Blaubeurerstr. 263, D-7900 U/M. Telephone, 0731/382033; telex, 07-12836. WTDR. P-78238.

2841, 2844—JORDAN—Firm seeks assistance from U.S. firm, including licenses, to establish plant to produce **high quality toilet soap, liquid soap, shampoo, toothpaste and shaving cream.** Prefers to deal with established firm with well known brand name items. Initially, firm proposes that toilet soap facility have capacity of 6 tons per 8-hour-day. Currently produces liquid chlorine, caustic soda, hydrochloric acid and sodium hypochlorite. Jordan Industrial Chemical Co. Ltd., P.O. Box 3380, Amman. Telex 1663 CHEMIC JO; telephone, 22964. P-78239.

2844—GREECE—Firm seeks joint venture and/or licensing arrangement with U.S. firm to manufacture **high quality cosmetics** for sales to local market and/or Middle East. Founded 1952, employs 55, had sales of $435,000 in 1976. It makes cosmetics, is also beauty parlor operator. Mrs. Dominique Sarcopoulou, Sarcopoulou Cosmetics Mfg. Co. Ltd. (SARKO), 18 Ermou St., Athens 126. WTDR. P-78255. OPIC.

2851 — GERMANY — Major producer of **protective chemicals seeks to exchange licenses with U.S. manufacturers of similar products, specifically building protection products such as paints and solvent free synthetic coatings, hydrated and/or water-soluble.** Established 1847, firm has 6,000 employees, annual sales of $175 million. Harald Cornels, Th. Goldschmidt AG, Goldschmidtstr. 100, 4300 Essen 1. Cable, STANNUM; telex, 857859; telephone, 0201-173324. P-78240.

2851, 2893 — UNITED KINGDOM—Seeks to exchange technical information and know-how on **printing inks and varnishes for gravure, flexographic, lithographic and letter-press processes** with view to licensing agreements for those products found to be marketable. Founded 1955, firm has 36 employees, annual sales of $1.8 million. It specializes in manufacture of four color process inks and is subsidiary of British Printing Corp. G. B. Burdall, Mng. Dir., Western Ink Co. Ltd., Paulton, Bristol BS18 5LQ, England. P-78260.

3199 — CANADA — Private organization engaged by provincial government to identify opportunities for manufacturing **riding saddles, bridles and related tack.** Organization is compiling confidential list of potential investors possessing proven expertise in related manufacturing areas. For further details contact: Robertson, Nickerson Group Associates Ltd., Consulting Engineers, 75 Albert St., Suite 610, Ottawa, Ontario K1P 5E7. P-78241.

3433—GERMANY—Firm seeks licenses to manufacture **solar collectors.** Produces insulated window panes for residential buildings. Employs 60; annual sales, $4.2 million. Sales territory includes Germany and Benelux countries. Henning Meier, Mgr., Isolierglaswerk Lang-Geons, AM Wingert 16, D-6306 Lang-Geons. Telephone: 06403-5081. P-78228.

3443—BELGIUM—Licenses to produce related equipment are sought by firm manufacturing **piping, vessels, heat exchangers, columns and towers for nuclear and conventional power stations.** Firm is subsidiary of industrial group with activities in ship repair, plant construction, design, metallurgy and piping. Has supplied piping systems for several refineries. Albert Colin, Dep. Dir., Tuyauteries & Constructions, SA, 7161 Haine-St. Paul. Telephone, 064-22-31-35; telex, 57296. P-78242.

3462—BELGIUM—Manufacturer of chains seeks licenses from U.S. companies to produce **chains.** Firm's plant is currently under-utilized. Plant is 4,000 sq. m., employs 20 persons, can employ 80. Albert Colin, Dep. Dir., Chaineries Mecaniques, S.A., 7161 Haine-St. Paul. Telephone, 064-22-31-35; telex, 57296. P-78259.

3531, 3743—TAIWAN—Manufacturer of **diesel engine locomotives (10-20 ton) and truck cranes (10-30 ton)** seeks licenses to expand and upgrade its product lines. Firm supplies Taiwan railway administration, sugar corporation and some private construction companies. Prepared to build new plant as part of expansion project in industrial park near Taichung port. Is part of conglomerate with interests in lumber mills and brick yards. Commercial Section, U.S. Emb., APO San Francisco 96263. P-78229. OPIC.

3532—GERMANY—Firm interested in licensing, cross licensing, agency, joint venture agreements with U.S. manufacturers of **underground mining transportation equipment.** German company specializes in production of suspended monorail equipment (both rope driven and diesel engine or battery powered) for underground mines as well as floor level conveying and related equipment, with particular emphasis on longwall mining operations. Established 1951, employs about 500. Representatives plan to visit U.S. within next few months to meet with interested American concerns. German concern will also participate as an exhibitor in International Mining Show in Las Vegas, Oct. 9-12. Officials will also be available during this period for discussions with potential U.S. partners and licensors. Firms interested in exploring this opportunity are requested to reply promptly to Horst Mahlkemper, Maschinenfabrik Scharf GmbH. Postfach 704,4700 Hamm 1. P-78243.

3535—GERMANY—Major manufacturer of **conveyors, hoists, cranes and related products** seek joint ventures, licenses, other production and marketing agreements. Is interested in forming partnership with American company with view to mutual representation in home or third world markets. Would also consider joint venture in U.S. Employs about 2,800; has sales offices and subsidiaries in number of foreign countries. Volker Dittma, PHB-Pohlig-Heckel-Bleichert-Vereinigte Maschinenfabriken AG, Pohligstr. 1; 5000 Koeln 51. P-78244.

3540—GERMANY—Manufacturer and distributor of **high precision tools** such as milling cutters, gear hobs, thread chasers seeks licenses to produce similar equipment. Established 1935, employs 25; well managed. Herr Dorn, Julius Bischoff KG, Graf-Geroldstr. 28, D-7240 Horb- 8 Muerlagen. Telex, 0765319; telephone, 07483/277. P-78230. WTDR. Firm's product literature available from Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230.

3540 — GERMANY — Medium-sized producer of **tools and machine tools** seeks licenses to make similar equipment. Firm's products include center bore grinding machines, high speed milling spindles, head centers, revolving chucks, and other precision tools. Established 1956, firm employs 35. Herr Henninger, Henninger KG, Praezisionstecknik, Forlenweg 12, D-7541 Straubenhardt 5. Telex, 07245027; telephone, 07082/8972. P-78231. WTDR. Firm's product literature available from Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230.

3559, 3955—CANADA—Newly established company seeks exclusive **representation agreement to supply equipment used in manufacture of typewriter and business machine ribbons** in Third World countries. Firm is also interested in purchasing such products on its own account for resale. In addition, it is interested in locating sources of supply for **inked ribbon in bulk** (½" nylon black/red). Firm presently handles

typewriter ribbons and all associated equipment for production of spooled ribbons, spools for winding ribbons and inks. Although it does not sell in Canada, company exports to Africa, Caribbean, Middle East, Hong Kong, Pakistan, other countries. It maintains branch in Georgetown, Guyana. Cyril R. Brook, Mgr. Dir., Canadian Guys Trading Corp., 3420 Albion Road South, Ottawa, Ontario K1V 8W3. Telephone, 613-521-4711; telex, 053-3570. P-78256.

3564—GERMANY—Firm seeks licenses to produce **axial ventilators and fan wheels.** These products should be salt water proof, aluminum cast (silumin or similar material) with diameters from 250-1,600 mm., and designed for high capacity. Established 1882, firm employs 35. Dr. Maeneler and Mr. Otterbeck, Barmer Eisen-u. Blechwarenfabrik und Verzinkerei, Alarichstr. 22, 5600 Wuppertal 2. Telephone, 0202-500011; telex, 08591103. P-78245.

3568 — GERMANY — Manufacturer of **drives and clutches** seeks licenses to produce related machinery, parts and equipment. Employs 40. Is interested in contacts with small to medium sized U.S. companies. Herr Breitbach, A. Breitbach KG Kupplungen/Antriebe, Wittener Str. 53, 5600 Wuppertal-Barmen. Telephone, 0202/661361; telex, 8591461. P-78246.

3573—GERMANY—Manufacturer of filing systems and accessories, shelving and other office supplies, wants to exchange licenses with similar U.S. manufacturers. Seeks contact with U.S. producers of **microfilm and computerized filing systems.** Firm offers its system of electrically operated, mobile rolling shelves. Established 1918; employs 1,300, has annual sales of DM 100 million. Herr Schuler, EIBA-Ordner-Fabrik, Postfach 100129, 5600 Wuppertal 1. Cable, EIBAREGISTRATUR; telex, 8591567; telephone, 0202-3811. Product brochure (in German) available from Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78247.

3573—GERMANY—Firm seeks license to produce **telemetric data transmission type copying machine.** Is prepared to supply modems, if required. Established 1942, manufactures measuring and control equipment for electric/electronic industries. Employs 200, supplies government agencies and private firms. Excellent reputation. Karl Poerschke, Mgr., Oskar Vierling GmbH KG, Pretzfelder Str. 21-23, D-8553 Embermannstadt. Telephone: 09194/8161. P-78254.

3573—KUWAIT—Company seeks agency agreement or joint venture to market **minicomputers and software systems** in Kuwait. Interested in both hardware and software. Claims it has chance to win $1.8 million computer services contract. Specializes in graphics, printing and stationery supplies. Izzedin Affaf, Dir., Kuwait Stationery Co., P.O. Box 2147, Safat. Telex, KSL 2961 KT; telephone, 413662. P-78248.

3579—GERMANY—Firm seeks licenses to manufacturer **envelope stuffing machines.** Has annual production of 1.2 billion envelopes and also makes all types of mailing machines. Principal customers are banks, wholesalers, offices. Established 1869, company employs 150. Herr Hafner, Mgr., Reinhart Schmidt GmbH, Industriestr. 77, 5600 Wuppertal 11. P-78232.

3585—GERMANY—Firm seeks to manufacture under license **air conditioning systems, with refrigeration, for ships.** Employs 35. Dr. Maeneler and Mr. Otterbeck, Barmer Eisen- u. Blechwarenfabrik und Verzinkerei, Alarichstr. 22, 5600 Wuppertal 2. Telephone, 0202-500011; telex, 08591103. P-78249.

3613—EGYPT—Seeks joint venture to manufacture various types and sizes of **fuses.** Presently represents two American companies. Talaat Badrawi, Alfa Egypt Co., 22 Ahmed Kamel Str. Giza, Cairo. Cable, ALPHIZA Cairo; telephone, 850436. P-78261. OPIC.

3634—BELGIUM — Important manufacturer plans to expand its line of **household appliances,** seeks licenses to produce innovative small appliances suitable for European households. Will soon begin marketing a household electric french fry potato cooker, and a floor cleaning machine. Considers these items to be representative of the kinds of products it wishes to make under license. Company has power consumer products, industrial products and industry and defense systems groups. Paul Willems, V. Pres., ACEC, s.a., Boite Postale 4, B-6000 Charleroi. Telephone, 071-36-00-20; telex, 51227. P-78233.

3661—GERMANY—A leading manufacturer of communication equipment is interested in expanding its product line. Seeks licenses to produce **cable communication accessories and related products.** Firm makes large plastic parts using hot press processing technique. Operates its own tool plant equipped with presses, stamping and drawing tools. Concern's present products include protective current equipment, output terminals, control equipment, measuring instruments, switching units, cathodic protective devices and internally used communication cable accessories. Company has technical offices in nine major German cities. Its staff of traveling technicians and engineers carry out customer services and communication installation. Firm would also welcome cross licensing arrangement whereby it could exchange transfer technology. Established 1892, employs 800, markets in EEC, EFTA, and most countries overseas. Peter Neumann, Entwicklungsleiter "Nachrichtentechnik," Quante Fernmeldetechnik, Uellendahler Str. 353, 5600 Wuppertal 1. Telex: 8591542. Copies of firm's product brochures available from Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78234.

3825—YUGOSLAVIA—Republic of Macedonia, one of six Federal units in Yugoslavia, is considering production of **electronic meters for measuring consumption of electric energy.** There are firms in Macedonia able to absorb technology transfer. Republic would be particularly interested in joint venture arrangement with U.S. firms. Stojan Matkaliev, Republicki Sekretar, Republicki Sekretarijat Za Industrija i Trgovija, Tiranska 2, 91000 Skopje. Telex: 51119. P-78250. OPIC.

3842—GERMANY—Firm wishes to exchange know-how on latest developments in manufacture of **protective gloves.** Firm manufactures protective clothing; employs 15. Herr Koeninger, A. Koeninger KG, Robert-Bosch-Str., D-7240 Horb a.N. Telephone, 07451/3012; telex, 07-65367. WTDR. P-78257.

4222—SAUDI ARABIA—Firm plans to establish **cold storage** facility for 10,000-ton capacity with medium-sized icemaking plant. Joint venture with U.S. firm which could partially finance, build, supply machinery and equipment and participate in management is desired. Riad A. Diab, Mgr. Omar Al-Esayi Trading & General Contracting, P.O. Box 5537, Jidda. Telex, 401572; cable, OMACO, Jidda. Telephone: 32162. WTDR. P-78258. OPIC.

7011—TURKEY—Firm plans to establish **tourism resort** on Mediterranean coast near Antalya City. Project will have capacity for 1,750 beds. Company is seeking foreign participant able to extend credit of $7 to $10 million payable in seven years. Additional information available from Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78251. OPIC.

8911—FRANCE—Firm seeks contact with U.S. companies having expertise in **anti-avalanche construction and design expertise.** Henri Chavane, 8 rue de la Baume, 75008 Paris. P-78252.

8911—SAUDI ARABIA—Recently established firm wants joint venture with, or to sponsor, a U.S. **civil engineering** firm. Construction projects would include roads, buildings, flyovers, tunnels, airport runways, railroads, causeways and electrification. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Depart-

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specific types of business relationships with the State of Israel. The Commerce Department will not disseminate nor make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States or against any United States person, and (b) to encourage and, in specified cases, to require United States persons engaged in the export of articles, materials, supplies or information to refuse to take actions, including furnishing information or entering into or implementing agreements, which have the effect of furthering or supporting such restrictive trade practices or boycotts. Violators of U.S. anti-boycott law are subject to severe penalties including fine, imprisonment and revocation of export license privileges.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such request to the Department of Commerce in accordance with Section 369.6 of the above-cited regulations.

ment of Commerce, Washington, D.C. 20230. P-78253. OPIC.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the United States under an investment, joint venture, or licensing agreement, write to the Domestic Investment Services Staff, Bureau of Export Development, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-377-5361), referring to the appropriate file number.

Investment

GERMANY—Hinges, pressed and stamped parts, fittings, sliding and covering frames, tractor cabins. German company requires about 30 acres for plant in industrial area near supplies of steel. Herr Uebelacker, Gen. Mgr., Ed. Scharwaechter GmbH KG, Hohenhagener Str. 26-28, 5630 Remscheid. File 3830.

GERMANY—Restaurant. Company interested in investing in existing or establish new cafeteria/self-service restaurant. Gisbert Burgstaller, Mgr., Beutlhauser KG, Neuburger Str. 137, D-8390 Passau. File 3831.

GERMANY—Chemicals for preplate finishing. Company wants to invest in existing plant for production of its chemicals. Plant could also be engaged in metal processing, preferably in preplate finishing. Company perfers Rhode Island or other near New England area. Commercial Section, U.S. Con. Gen., Urbanstr. 7, D-7000 Stuttgart 1. (Please refer to company's production for identification). File 3832.

Joint venture

GERMANY — Machine tool accessories. Company specializing in hydraulic-operated power work-holding elements for moving, positioning, clamping and supporting wants joint venture in U.S. with company under 200 employees, initially for sales and subsequently production. Ludwig Ehrhardt, A. Roemheld, Friedrichshuette Maschinen-Fabrik and Giesserei, 6312. File 3833.

GERMANY—Packaging machinery (form-fill-seal) for food, chemical, pharmaceutical industries. Company seeks U.S. partner which would first provide sales and service base for existing accounts, then enter into joint venture/licensing arrangement for production in U.S. J. Becker, Chief, Economic/Commercial Section, U.S. Con. Gen., APO —09757 N.Y. File 3834.

GERMANY — Narrow fabrics weaving. Seeks partnership with U.S. mill with idle manufacturing capacity and distribution system for production and marketing of ribbons. Company also wants U.S. narrow fabic weaving mill to work as subcontractor for German firm. Ms. Sigird Glar, Commercial Specialist, file # 0028, U.S. Con. Gen., Cecilienallee 5, 4000 Duesseldorf 30. File 3835.

GERMANY—Poultry farm equipment such as feeders, waterers, cleaners, egg collectors and sorters. U.S. partner could be manufacturer of farm equipment. Franz W. Hanfeld, Mgr., Hellmann Farmbedarf GmbH KG, D-2848 Vechta-Telbrake. File 3836.

GERMANY—Construction of wood-related industrial facilities. German company wants U.S. partner preferably in North Carolina or Indiana for construction of complete industrial installations for timber, veneer, paper, cardboard industries. U.S. partner/company should be medium sized, interested in utilizing excess capacities with background of fabricated structural metal construction, sheet metal work, and/or manufacture of machine tools. Blueprints will be supplied by German concern and construction supervised, at least initially, by German engineers. U.S. Con. Gen., Commercial Section, c/o H.C. Labusch, Siesmayerstr. 21, 6000 Frankfurt/Main. File 3837.

Licensing

BELGIUM—Process for precision casting of ferrous and nonferrous metals. Some applications of process are molds for injection molding, rotational molding, blow molding, thermo-forming and vacuum forming of plastic and glass; stamping dies; core boxes (multiple impressions); chill molds for casting; and small production runs of intricate parts. Jean Van Wetter, Mng. Dir., Syfina, S.A., Industrial Park, 6538 Manege. File 3838.

BELGIUM—Pressure cover for steam generators in nuclear power plants. J. R. Godart, Eng., Ateliers J. Hanrez, S.A., Rue de trazegnies, 41, B-6031 Monceau-sur-Sambre. File 3839.

BELGIUM—Bottle and glass crushing machine, patented. P. Misonne, Dir., 16, rue General de Gaulle, B-6180 Courcelles. File 3840.

GERMANY—Cable communications accessories such as protective current equipment, cathodic protection units, externally controlled drainage switching units, output terminals, measuring instruments such as coil ammeters and high resistance voltmeters, test rectifiers, millivolt measuring amplifiers and internally used communication cable accessories such as cable cabinets, cable terminal frames, terminal plates and boxes and telephone booths. Peter Neumann, Entwicklungsleiter "Nachrichtentechnik", Quante Fernmeldetechnik, Uellendahler Str. 353, 5600 Wuppertal 1. File 3841.

GERMANY — Microprocessors and electronic process control instruments (alarm systems, testing instruments, continuity check instruments, active and passive measuring instruments). Christian Beha GmbH, Techn. Neuentwicklungen, Foehrentalstr. 6, D-7804 Glottertal. File 3842.

GERMANY — "Stammlift", device with platform for climbing telephone poles, smokestacks and the like to enable workers to repair wires, paint stacks. This articulated frame has a 1.5 kw. three-phase current motor, 380 v. 50 HZ, with disc brakes. Other voltages and frequencies available upon request. Drive wheels are coupled directly with geared motor by way of special work gear drive. Peter Sprenger, Frauenwaldstr. 1, D-8126 Hohenpeissenberg. File 3843.

SWITZERLAND—Company offers three pieces of equipment: **automatic door drives** —variety of drives and related systems for operation of sliding doors, including most modern linear motor driven systems, file 3844; **controls** — automatic materials-handling/conveying systems, including sorting equipment (parcel and mail sorting) and stocking/lifting operations, file 3845; industrial materials handling system—linear motor-driven industrial in-plant conveying system, file 3846. Ernst Aellen, Sales Mgr., Jakob Gilgen AG, 3150 Schwarzenburg.

SWITZERLAND — Automatic eccentricity measuring and control instruments for application in continuous manufacturing processes such as in cable and wire production plants in manufacture of plastic tubes and pipes. Also, offered for manufacture in U.S. under license is auxiliary equipment related to above systems such as automatic diameter controls and related regulating devices for control of plastic machinery extrusion heads, recorders and different types of optical and audible alarms. E. Fischer, Pres., E. Fischer & Co., Machine Factory, 3292 Busswil. File 3847.

SWITZERLAND—Device to stretch, fold, and pleat sheets, blankets and the like. U.S. Patent No. 3,984,036; consists primarily of sheet metal. D. B. Fritschi. Lifo AG, P.O. Box, CH-8750 Weinfelden. File 3848.

Cooperation agreement

GERMANY—Company seeks U.S. partner for purchasing in U.S. and delivering wide range of equipment produced to U.S. standards for incorporation into projects in Saudi Arabia. Equipment includes air conditioning, floorings, acoustic ceilings, elevator systems, and wide range of electro-mechanical components. Wolfgang Faber, Mng., Dir., Foreign Dept., Faber & Schnepp, Hoch-u. Tiefbau GmbH KG, Ludwigstr. 51, 6300 Giessen/Lahn. File 3849.

Indian Public Sector Firm Seeks Technology, Equipment

D. K. Dhaon, Chmn. & Mng. Dir. of India's Hindustan Copper Ltd. (HCL) public sector firm, is looking for appropriate U.S. firms willing supply suitable technology for local mfg. of detergent ingredient, sodium tripoly phosphate at Khetri, Rajasthan; & heavy drills, crushers & other heavy equip. for new open pit mines at Malanjkhand, Madhya Pradesh. According to Mr. Dhaon, HLC received letter of intent (preliminary official approval) to produce 20,000 tons sodium tripoly phosphate (STPP) per annum. Est. total cost STPP project to exceed RS 70 million, or more than U.S. $8 million. HCL seeks solvent extraction technology not available in India for production STPP through purification phosphoric acid. Prefers outright purchase, but willing to receive any offer from U.S. firms incl. proposals tech. collaboration or joint venture. Dhaon also announced HCL likely import wide range heavy earthmoving & other equip. for large open pit copper mine which is being developed with Soviet collaboration at Malanjkhand, Madhya Pradesh. HCL expected issue shortly global invitations for bids on heavy drills, heavy crushers, power shovels. Interested U.S. suppliers should be alerted for forthcoming bids. Post will submit addtl. info. before global bids are announced by April /May 1978. Although Soviet Union will meet substantial portion of equip. requirements, some U.S. firms have supplied in past several kinds heavy machinery incl. track loaders, winders to HCL. Firms should send their offers, with copy of letter to American Consulate Calcutta, to D. K. Dhaon, Chairman & Managing Dir., Hindustan Copper Ltd., Industry House, 14th Fl., 10 Camac St., Calcutta 700017, India. Cable HINDCOPPER; telex 021 3291; tel. 446677.

Direct Sales

The following trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Program, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest indicated by codes 0111-1799 and 4011-8999 are based on the Standard Industrial Classification Manual, 1972; codes 20 through 39 come from Numerical List of Manufactured Products (New 1972 SIC Basis), MC72-1, 2. Codes beginning with 99 are from the TOP coding system.

U.S. firms should be aware that the listing in Commerce America *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Department's Export Administration Regulations. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

Industrial chemicals

2819751-949—WEST GERMANY—Magnesium silicoflouride. Est. annual sales potential $250,000. Offers requested c.i.f. German seaport. Medium-size mfr. of chemical compounds used in building construction & lumber processing industries. Founded 1950; employs 120; annual sales about DM 25 million. Good financial reputation. Reply to—Goetz Wernicke, Remmers Chemie, Postfach 21, Am Prigenbusch 13, D-4573 Loeningen, Germany. Telex 944323 RELOE D. Tel. 05432/2051.

Chemical products

2899555—REP. OF SOUTH AFRICA—Heat insulation material, not containing asbestos or carcinogenous substance, to be mixed with water & applied to piping, boiler flue ducting, turbine steam chests, etc.; max. temperature 800 deg. F. Material to be supplied in bags; prices & technical data required. Largest producer of sugar in S. Africa. Experiencing difficulty in locating insulation material meeting its requirements, & if any U.S. co. able supply suitable product, it is likely to receive orders not only from Huletts, but probably from all local sugar companies. Reply to—John Field, Plant Engineer, Mechanical Huletts Sugar Ltd., Empangeni Mill, Empangeni Station, 3910, South Africa. Tel. 0351/21151.

Fabricated rubber products

3069500—SUDAN—720,000 meters flexible siphon tubes for long furrow irrigation, dia. 0.04 to 0.05 m., in continuous length or cut into pcs. 3 m. long. Prices should be quoted c.i.f. Port Sudan to remain valid for 120 days from tender submission date. Tenders to be accompanied by deposit of 2 percent tender value which refundable to unsuccessful tenderers. Tender docs. & specs. must be obtained from Sir M. MacDonald & Partners, P.O. Box 1754, Khartoum, Sudan, against payment of LS.20 ($50) per set, or from Sir M. MacDonald & Partners, Demeter House, Station Rd., Cambridge, CB1 2RS, U.K., against payment of 20 pounds sterling per set. Submit bid docs. to—Rahad Corp., P.O. Box 2523, Khartoum, Sudan. Refer to contract no. R9/8A. Bid deadline May 16.

Plaster products

3275211—UNITED KINGDOM—Plasterboard, 8 ft. x 4 ft. x 3/8 in., in 100 ton lots. Retailer, distrib., importer of sanitaryware & plumbing equip., kitchen furniture, heating equip., decorating/ironmongery & timber/structural supplies. Estab. 1795, employs 800 & 40 salesmen. Annual sales about 25 million pounds. Has branches throughout England & exports to Common Market countries, Near East & Africa. Controlled by Charrington Industrial Holdings. Ref.—Barclays Bank Ltd.. Lombard St., London, E.C.1. Reply to—M. G. Bailey, Gen. Mgr., Ruymp Ltd., P.O. Box 19, Bishops Stortford, Herts., U.K. Telex 817339; tel. 0279-57265.

Asbestos products

3292737—SPAIN—Chemically pure asbestos washers of about 5 mm thickness for covering steel rollers in glass making furnaces. Following types—2 sizes in blue with long fibers; 130 mm exterior dia., 72 mm interior & 82 mm exterior, 54 int. 3 sizes in white with both long & short fibers; 140 mm exterior & 75 int, 170 mm ext. & 82.7 mm int. & 140 mm ext. with sq. shaped interior with sides 60 mm long. Large firm producing smooth, printed laminated, hardened & reflection preventing glass & thermal & acoustic insulating materials. Estab. 1934, 1,300 employees, enjoys good reputation in business circles. Sells products in Spain & exports to many foreign countries, especially in W. Europe & N. America, & imports U.S. products thru below ref. firm in Brussels. Mr. Ferrer would like to receive samples for testing prior to negotiating contract; purchases to commence within 2 to 6 months. Anticipates imports of 160,000 units/year, would like c.i.f. quotations. Fin. ref.—Banco De Bilbao, Gran Via 12, Bilbao-1, Spain. Com. ref.—Monsanto S.A., Madou 1,030, Brussels. Reply to—Jose Ferrer, Purchasing Mgr., Vidrieras De Llodio, S.A., Jose Matia, 12, Llodio Alava, Spain. Telex 32073 PILSA or 31650; cable VILLOSA; tel. 94-6720400.

Construction, mining, materials handling machinery, equipment

3531219—BURMA—Supply 15 units 180 to 200 hp crawler tractors with ripper attachment. Financed from Timber Corp.'s capital budget. U.S. Embassy Rangoon will forward copies bid invitation & specs. to interested U.S. firms on request, citing "T-0029," enclosing check for $6.25 per set, drawn on U.S. bank, payable to U.S. Embassy, Rangoon. Submit bids to—Gen. Mgr. (Engineer), Timber Corp., Ahlone P.O., Rangoon. Refer to bid no. cap. 1(T)TTS/TC/78-79. Bid deadline June 10.

3531700-900—BURMA—Timber Corp. has issued two 2 tenders: 1) supply 15 units 7½ m/t wheel type articulated log loaders with winch, bid no. CAP.3(T)TTS/TC/78-79; 2) supply 100 units of 125-140hp log skidders, bid no. CAP.2(T)TTS/TC/78-79. Both bid deadlines May 10. Financed from Timber Corp. capital budget. U.S. Embassy Rangoon will forward copies of bid invitation & specs. on request, citing "T-0031," enclosing check for $6.25 per set, drawn on a U.S. bank, payable to U.S. Embassy, Rangoon. Obtain bid docs. from —Gen. Mgr. (Engineer), Timber Corp., Ahlone P.O. Rangoon, Burma.

3533300—YUGOSLAVIA—Spec. no. 3072-R—1 complete de-silter for separation of solid particles from fluid during testing operations in gas wells. Fluid is passed through device before entering metering separator. De-silter should have following characteristics—daily flow 300,000 n cu. meters, dynamic pressure 100 bars, dynamic temp. 0-30 celsius degrees, specific weight of gas 0.6—1 (weight air equals 1), ratio between gas & fluid phase equals 100,000 nm/cu. meter. Spec. no 3071-R—1 complete oil & gas heater with automatic temp. control, skid-mounted to be used on oil & gas fields. Heater should be constructed so as to allow oil & gas to by-pass heater if necessary. Oil & gas should be heated by passing through tubes in water bath into which glycol could be poured in case very low outside temp. Max. inflow pressure oil & gas should be 60 bars. Cap. heater 250,000 kilo calories/hr. Heating done by exchangeable flame tube. Burning fluid—60-90 percent ch4. Flame tube should be designed so as to allow attachment to propane/butane container. Spec. no. 3043-R—1 complete set equip. for testing preventors, closures & other drilling equip. for pressures 0-15,000 psi with registration system & flanges in sizes—7 1/16″ x 10,000 psi, 6″ x 5,000 & 6″ x 3,000 psi, 3 1/16″ x 10,000 psi, 2 9/16″ x 10,000 psi, 2 1/16″ x 10,000 psi, 2 1/2″ x 3,000/5,000 psi, 2″ x 3,000/5,000 psi. Skid-mounted. Obtain tech. data from—Ina-Naftaplin, Oour Komercijala I, Realizacija Zajednickog, Poslovnog Rezultata, Proleterskih Brigada 78, Yugoslavia. Refer to—Sluzbeni List No. 11. Bid deadline June 1.

Special industrial machinery

3551313 — YUGOSLAVIA — Complete freezing tunnel for minced & shaped meat (in forms of sausages & hamburgers) with cap. 0.6-0.7 m/t/hr. complete with adequate freezing unit & necessary accessories. Bids in 5 copies containing prices, tech. description, & delivery deadlines should be sent to Pik "Sljeme", Oour Mesne Preradjevine, Heinzelova 66, 41000 Zagreb. Refer to Sluzbeni List No. 11. Bid deadline June 1.

3559111 — YUGOSLAVIA — Complete equip. for production of sulphur dioxide gas (SO2), cap. 25 tons sulphur/24 hrs., incl. equip. for preparation of acid & SO2 regulation. Investor is paper & cellulose factory "Celpak", Prijedor. For details write or telex: Oour Uvoz, Sipad Export-Import, Marsala Tita 15, 71000 Sarajevo, Yugoslavia. Telex nos. 41140 & 41212. Re-

fer to bid no. S-714 SL-11/78. Bid deadline June 1.

General industrial machinery

3561100—INDONESIA—Ministry of Public Works & Elec. Power, Directorate Gen. of Water Resources Development, invites sealed bids from mfrs./suppliers in member countries of World Bank & Switzerland only, either direct or through their Indonesian reps., for immediate supply of "tubewell diesel driven pump sets & submersible electric pumps with generators equip. for water production" for ground water development project which will be financed under IBRD loan no. 1434-IND. Bid docs. may be obtained for rupiah 5,000 (approx. $12.05) from Ir. Moebagio, Dir. of Logistics, Directorate of Logistics, Directorate Gen. of Water Resources Dev., Rm. 338, Jalan Pattimura No. 20, Kebayoran Baru, Jakarta Selantan. Refer to bid no. IDA-06/DIEJENAIR/GWD78. Bid deadline May 17.

Office, computing, acct. machines

3573111—ALGERIA—Supply data processing equip. & software to install in new institute of electricity & electronics at Boumerdes (near Algiers) & Tlemcen (W. Algeria), one 32 terminal time-sharing computer, extended basic language, & 1 batch time share, multi languages. Bid docs. must be obtained from address below prior to submitting bids, for 100 DA ($25). Offer to be in French but English acceptable, c.i.f., incl. tech. asst., training personnel, after sale service, maintenance, guarantee, parts, & remain valid 120 days past bid deadline. Project obtained World Bank loan no. 1209 AL. Further info. can be obtained from either Ameur Moussa, CNI, Direction de la Normalisation et de la Reglementation, address below, or Professor George C. McKay, Jr., College Technology, University of Houston, Houston, Tex. 77004, Telex 52566. Obtain bid docs. from—Dir. de la Normalisation et de la Reglementation, Commissariat Natl. A L'Informatique, Route Nationale No. 5, Cinq Maisons, El Harrach, Algiers. Refer to bid no. 72.78. Bid deadline May 15.

Service industry machinery

3585160-70—EGYPT—Ice plant. Part of major project of Govt. of Egypt for development of fisheries complex on n. shore of High Dam Lake at Aswan. Quantity of fish production ultimately est. to reach 24,000 tons/yrs. Tender docs. available by payment of L.E. 50 (US$71.42) per copy from Ministry of Housing & Reconstruction, 1, Ismail Abaza St., Kasr El Aini, Cairo. Bid deadline May 31.

Electric transmission, distrib. equip.

3612200 — EGYPT — Supply transformer with cap. 2000 k.v.a. for high-tension center. Tender docs. must be purchased at below address by payment L.E. 10 ($14.28) per copy prior to submitting offers. All offers must incl. deposit 2 percent total value tender as provisional guarantee. All offers must be submitted to authority in 2 separate envelopes: 1 for tech. specs., other to incl. conditions, prices, & provisional guarantee. Obtain bid docs. from—Egyptian Electricity Authority, Central Purchasing Committee, Nasr City, Abbassia, Cairo. Refer to tender no. 16. Bid deadline May 24.

3612731—PARAGUAY — 3,000 induction reactors, outdoor use, 250w; 1,000 reactors, 400w. ANDE is natl. electric power utility. Est. total cost tender $71,000. Financed in accordance with loan agreement 419, Inter-American Dev. Bank. Only firms from IDB member countries may participate. Bids should be submitted through local agent duly registered with ANDE. Specs. (2 sets) for $30, additl. set $20, available from Div. De Adquisiciones, Dept. De Licitaciones—ANDE, Calle Padre Cardozo 355, Asuncion. Refer to bid no. 168/78. Bid deadline May 17.

3613200—INDIA—One 12 kv 1,200 mva airblast circuit breaker for Sharavathi hydro electric project. Obtain bid docs. from—Chief Engineer, Electrical Designs, Mysore Power Corp. Ltd., 29 "Trade Centre," II Fl., Race Course Rd., Bangalore 560 001, India. Refer to tender no. 7002C/CB. Bid deadline June 7.

Electric lighting, wiring equip.

3643070—EGYPT — Supply 225,000 light switches for refrigerators. Obtain bid docs. from—Delta Industrial Co.—"Ideal", Foreign Purchasing Committee, 18, Emad Al Din St., Cairo. Telex 92218 DCC UN. Refer to tender no. 25/78. Bid deadline May 24.

3648981 — BELGIUM — Kerosene lamps—150,000 units. Old estab. corp., mfrs. galvanized household articles. Besides other articles, mfrs. 200,000 galvanized buckets yearly. 50 percent of production sold in Middle East. Has request to supply 150,000 kerosene lamps in these countries. Reply to—Mr. Lourtie, Mgr., Ets Peve S.A., Rue Petite Aise 79, B-6080 Ransart, Belgium. Tel. 071/441.19.55; telex 51335.

Communications equipment

3661275, 3662115-35-43—DJIBOUTI—Satellite ground station & associated equip., incl. autonomous power equip. to handle all intl. telephone & telex service to & from Djibouti. Antennae to be mounted on omni-directional tripo. Serv. expansion plans call for 12 circuits in 1978 to 50 circuits in 1985. Microwave connector between ground station & downtown telephone offices. Line sight 5 kms. 960 channels. Automatic teletype switching center, to be constructed near ground station. Initial serv. requirements 100 subscribers, with possibility expansion to 200 & 500 lines. Intl. telegraph multiplex facilities also needed, to use same power supply as earth station. Long-range microwave repeater, 960 channels, to be built between Djibouti & Mount Djebel-Aros (near Taiz) in No. Yemen. Repeater stations & distances as follows—Djibouti—Kadda Geyni (79 kms), Kadda Geyni—Al Turbah (Yemen) 52 kms, Al-Turbah—Djebel Aros (106 kms). Long-range microwave repeater, 960 channels, to connect Djibouti with Hargeisa (Somalia), 5 stations Djibouti—Bour Mehele (50 kms), to Rarile Ara Golabe (58 kms), to Dalalabe Darab (78 kms), to Dubboro (57 kms), to Hargeisa (49 kms). Long-range microwave repeater, 960 channels, system to connect Djibouti with Ata (33 kms), to Bourrahi (68 kms), to Adigala (Ethiopia) 67 kms, to Diredawa (138 kms). Financing will probably be handled through Arab sources. Claude Kessad, Dir. Delegue, Societe Des Telecomm. Intl. De Djibouti (Stid), B.P. 2031, Djibouti. No bid deadline indicated.

Electrical machinery, equip., supplies

3693301—SWEDEN — Computer tomography equip., for main hospital in the county of Kronoberg, a large district in southern part of Sweden. Highly recommended trade contact. Reply to—Dr. Olallo Morrales, Tech. Div. Mgr., Lasarrettet Strandvagen, S-351 85 Vaxjo, Sweden. Tel. 0470/880 00.

Motion picture production, distrib.

7813000—JAPAN—Recorded video tapes; recorded film for 8 & 16mm. projectors to be used for educational purposes. Estab. 1945. Paid-in capital 46 million yen. Employs 150. Yearly sales 550 million yen (about $2.2 million). Main bank: Chiba Bank. Currently is distributor of housewares and wants to expand line of business. Reply to—Shigeto Okano, Dir., Planning Dept., Yamato Kogyo Co., Ltd., 2-8-8, Mama, Ichikawa-shi, Chiba Prefecture 272. Tel. 0473-25-3196.

Construction

9910500—ALGERIA—Construction tender for 1 factory at Bouira (E. Algeria) for mfg. carbon black, 25,000 m/t/yr. production cap. Tender docs. costs 500 DA ($125) & must be obtained from address below prior to submitting offers. Offer to remain valid 90 days past bid deadline. Offer & all corres. must be in French; all specs. metric. Obtain bid docs. from—End-Coordination Elastomeres, SONATRACH, 10, Rue Du Sahara, Hydra, Algiers. Cable JONEND ALGER; telex 52794; Tel. 60.00.09. & 60.75. 22. Bid deadline June 30.

9911201—PERU—Social Security Admin. (Seguro Social Del Peru—SSP), govt. entity under Labor Ministry, plans build 500-bed general hospital in Cusco. Project is in feasibility study stage & will eventually involve some US$15.4 million investment. 1st stage consists of 300 beds. Entity claims that it has local currency equivalent for total project cost but that due to current unavailability foreign currency in Peru it will be necessary to contract only with firms capable providing financing for foreign component. Entity therefore very interested in contacting 1st class, qualified contractors interested in undertaking project on turnkey basis & capable providing financing. Interested firms should send their qualification docs. to below address, in order that they be considered when prequalification contest is initiated in near future. Contractors must have experience in hospital projects & financing capability. Contact—Seguro Social Del Peru, Attn—Julio Perez Zapata, Cean-Cusco, Pablo Bermudez 274, Of. 805, Lima 11. Tel. 238681.

9911299—JORDAN—Supply & installation machines, equip. & instruments necessary for vocational & industrial modules of new correctional center being constructed in Swaqa, Jordan. Tender further calls for 1-yr period maintenance as well as training of supervisors of various modules. Furthermore, condition of tender calls for min. 3 yrs. term finance. Tender docs. must be acquired from below address for nonrefundable sum of JD150 (JD. 1 = $3.23) prior to submitting offers. Tenders may learn further details before acquiring tender at Office of Secretary, Tender Board. Tender must contain bank guarantee equal to 3 percent tender value. Obtain bid from —Directorate Public Security, P.O. Box 935, Amman, Jordan. Bid deadline June 7.

Communication projects

9912101 — SYRIA — Supply & installation submarine cable system between Syria & Greece. Sea cable to link Tartus, Syria, with Crete Island, to handle 480 telephone & telex messages simultaneously. Offer

in 2 copies, 1 sent to each of Gen. Organization of Telecommunications, Saadallah Jabri St., Damascus, Syria, & Hellenic Telecommunications Organization, S.A. Klissovis St. 6, Athens T.T. 141 Greece. Project World Bank-financed for Syrian portion & self-financed for Greek portion. Mode of payment—not defined. Tender book available for $100 from Gen. Organization of Telecommunications, Directorate Contracts, Rm. 63, Saadallah Jabri St., Damascus. Bid deadline June 7.

Manufacturing plants

9913107—TANZANIA—World Bank providing finance to Tanzania Fisheries Corp. to purchase 10 purse seine fishing units to operate along Lake Tanganyika. Details for units specs. & tender docs. being prepared for intl. bidding likely to be issued in 2 months' time. Each unit will consist of—1 purse seine fishing boat, 13.6 meter length, 4.8 meter beam & 1.5 meter draft. Superstructure will be minimal comprising simple wheelhouse to house steering gear, echo sounder & small radio, with installations & small generator. Fish hold & basic crew accommodation will be drawn into hull. Vessels will be constructed of steel. Ea. boat will be powered by inboard engine, 120-130 h.p., 1800-2000 r.p.m. & with keel cooling system. Tender will specify that make of engine installed must be one with agent & good servicing facilities & spare part supplies in Tanzania. For ea. fishing boat there will be 5 light boats, 5 meter in length also steel with some shelter for 1 crew member. Interested bidders should initially write to Mr. Mrope, below address & should indicate willingness & ability construct vessels in sections, assemble them & install engines at Kigoma. Bidders should also propose payment schedules. Contact R. A. Mrope, Chairman & Managing Dir., Tanzania Fisheries Corp., P.O. Box 4296, Dar Es Salaam.

9913205, 3585300—EGYPT—Fish processing plant incl. by-products. Deep freeze storage facilities. Part of major project of Govt. Egypt for development of fisheries complex on n. shore of High Dam Lake at Aswan. Quantity fish production ultimately est. to reach 24,000 tons/yr. Tender docs. available for L.E. 50 (U.S.$71.42) per copy from Ministry Housing & Reconstruction, 1, Ismail Abaza St., Kasr El Aini, Cairo. Bid deadline May 31.

9913212, 3551460—ISRAEL—Group of investors wishing estab. fully automated soft drink bottling plant with production cap. 6,000 to 7,000 bottles (250 cu. centimeters/hr. Group owns land on which bottling plant to be erected. Electrical power & water lines pass near plot. Interested in turnkey project that will incl. guidance on proper layout of building to permit most efficient way of setting up production line, training technical personnel & provision of equip., concentrate, & caps (both crowns & screw caps). Buyer intends procure bottles & cases locally. Would have entire occupied W. Bank & Gaza strip as distrib. area. Share capital invested approx. equivalent of $900,000, with projected annual sales $1.2 million. Spokesman for group requests only those respondents able undertake complete turnkey operation reply. Also interested in licensing arrangement for bottling & distributing well-known line of carbonated beverages. Have received offer for complete plant, incl. training of personnel & technical supervision for specified time from "Enzinger", W. Germany. Reply to—Nasr Abu Halawa, Dir., Al Nasr Industrial Co. Ltd., P.O. Box 144, Ramallah Via, Israel. Tel. 952551 & 953864.

Natural resources development

9915109, 3312600, 3321000, 3561000, 3573100, 3824231—NICARAGUA—Expansion Managua water supply system being undertaken in order to meet expanding demand for potable water in Managua. Project involves drilling 4 to 7 deep wells, construction 3 concrete storage tanks, construction & equipping pumping stations, installation mains & housing connections, & acquisition of computer for office use. Project cost—US$15 million in total, approx. $8 million of which will be used for foreign procurement. IBRD loaning $10 million & $5 million will be paid by Empresa Aguadora De Managua, autonomous agency, Govt. Nicaragua. Foreign procurement—drilling services & equip. for between 4 & 7 deep wells (approx. 400 ft. in depth) which will yield approx. 6 million gal. water/day (cost drilling est. at $1 million). 60 miles pipe, 6"-24" size. 20,000 water meters for residential installation. Med.-size computer for commercial dept. use. Pumping equip. solicitation of bids to take place within next few months. Contact—Ing. Luis Pereira D., Gen. Mgr., Empresa, Aguadorra De Managua, Apartado Postal 3599, Managua. Tel. 24087.

9915109—YUGOSLAVIA—Tender WSS-3—water supply system hydromechanical & elec. equip. Tender WSS-4—water supply system regulating, signalling, measuring & remote control equip. Tender docs. have been completed & IBRD approval expected soon. Interested suppliers should get in touch with the investor, address below, or his appointed importer, Feroelektro, Sektor 26, Marsala Tita 48, 71000 Sarajevo. Write or send telex to Feroelektro Number 41335. Investor or importer will provide details about availability & purchase of tender docs. Submit bid docs. to—Realizacija Investicija, Vodovod I Kanalizacija, Mice Sokolovica 20/A, 71000 Sarajevo. Refer to bid no. WSS-3 & WSS-4.

9915204 — ARGENTINA — Land reclamation & landscaping of Rio De La Plata coastal area. This is ambitious project to create green belt around greater Buenos Aires, using municipal waste, in districts of Avellaneda, Quilmes, Berazategui, Berisso & Ensenada. Services to be supplied are; pre-feasibility study; work management; construction garbage transfer station for waste reception & transportation to reclamation site; sanitary filling, using soil & garbage; basic infrastructure incl. access roads, sewage, forestation, etc. Payment will be by ownership of ⅓ of land reclaimed & tariff to be proposed by bidders, on each m/t garbage received. Buenos Aires municipality guarantees min. 2,000 m/t garbage/day. Bid specs. & plans must be obtained from address below for Argentine pesos 2,000. Language of correspondence—Spanish. Refer to bid no. CEAMSE—Licitacion Publica Internacional No. 1. Obtain bid docs. from—Cinturon Ecologico Area Metropolitana S.A., (CEAMSE), Av. Amancio Alcorta 3000, 1437 Buenos Aires, Argentina. Bid deadline May 22.

9917203, 9922109 — ALGERIA — Project monitoring for construction Hassi B'Mel-Qued Es-Safsaf (Algero-Tunisian border) gas pipeline comprising—one 48 in. dia. & 545 km length; 1 starting terminal; 1 arrival terminal; 12 sectioning posts & 3 cutting posts. Tender docs. are free to interested firms. To obtain further info or docs., firms should write or send rep. to address below, Attn—Mr. Noune, Chief Project. Offer to remain valid 6 months past bid deadline. Construction of gas pipeline has not begun. Winning bidder for construction not yet determined. Offer & all corresp. must be in French: all specs metric. Obtain docs. from—Div. Engineering Et Developement, SONATRACH, 10, Rue Du Sahara, Hydra, Algiers. Telex 52375; Tel. 60.66.33. Bid deadline June 15.

9918202—UNITED ARAB EMIRATES—Supply of hv overhead line materials at Wed Stores, Journ Yafour & Al Ain Town. Tender docs. must be obtained for non-refundable fee of 1,500 Dh. ($1 is 3.90 DH.) from below address prior to submitting offers. Offers should be accompanied by 5 percent bank guarantee valid for 90 days. Financed from Abu Dhabi dev. budget. Obtain bid docs. from—Water & Electricity Dept., P. O. Box 219, Abu Dhabi, United Arab Emirates. Telex WATELC 2369 AH. Refer to bid no. WED-TI/140-27/78. Bid deadline May 15.

Engineering services

9922201, 3559111, 9910300 — YUGOSLAVIA—Jugotehna is collecting bids for chemical industry Zopka, Subotica, for technology & equip. for production nitrogen & complex NPK fertilizers. Following facilities are foreseen—plant for production 700 tons/day nitrogen acid; plant for treatment raw phosphates in nitrogen acid 160 tons P202/day, min. 80 percent water soluble; granulation lines 1,000 tons/day ea.; ancillary & servicing facilities & facilities for transportation & storage raw & finished materials. Bidders should request complete specs. by letter or telex from Jugotehna, telex 11187 & 12186, tel. 339477, prior to submitting offers. Obtain specs. from—Uvoz, Jugotehna, Kolarceva 7, 11000 Belgrade, Yugoslavia. Refer to bid no. B-366 SL-8/78. Deadline May 16.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Broad woven fabric mills

2211433, 2392019 — DENMARK — Bath mats, shower curtains made of glass fiber. Well-reputed nationwide distrib. of furniture hardware, heavy equip., bathroom equip. & accessories. Customers are department stores & retail outlets. Reply to—Jorgen Schmidt, Mgr., Jorgen Schmidt Trading Aps., Toftebakken 7, DK-3460 Birkerord, Denmark. Tel. 02-818100; telex 27336 JST DK; cable BESLAGAGENT.

2211630—IRELAND—All types of corduroys for mfg. women's & men's clothing. Self-employed textile agent & distrib. who recently set up in business. Wishes acquire agencies in textile field, particularly corduroys. Reply to—Denis Collins, 5 Hawthorne Lawn, Castleknock, Co. Dublin, Ireland. Tel. 01-383690.

Men's, boys' furnishings

2321400 — WEST GERMANY — Sports shirts: men's, youth's & boys'. Major W. Berlin distrib. seeks import of above in substantial quantities for wholesale trade in W. Berlin. Quote c.i.f. German port, if possible. Reply to—Herr Joseph Loeffler, Firma Joseph Loeffler KG, Stubenrach-

strasse 10, D-1000 Berlin 37. Tel. (030) 811-10-96.

Wood products

2499566—BELGIUM — Prefinished paneling, except laminated & tiled wallboard. Imports from France, Italy, Germany, U.K. & New Zealand. Sells decorating & prefinished wood products in Belgium. Employs 19 & claims capital plus reserves amount to $150,000. Sales 1977 stated at $2,250,000. Reply to—Georges Singl, Gesibois S.A., Avenue Van Volxem 483-487, 1060 Brussels. Tel. 02/583.23.30; telex 25171.

Industrial chemicals

2819411-511-621-655-714-716-909-941 — VENEZUELA—Boric acid; aluminum oxide; light or litho hydroxide; iron-free aluminum sulfate; potassium nitrate & sulfate; calcium hydrochloride; other bismuth compounds. Small but active agent/distrib. of chemical products. Declared annual volume BS. 1.5 million. Reply to—Jorge Ulloa L., Albis Venezolana, S.R.L., Apartado Postal 76012, Caracas 107, D.F., Venezuela. Telex 25421 MAURER.

Gum, wood chemicals

2869111—SWEDEN—Miscellaneous cyclic chemical products. All dimensions, where applicable, should be in millimeters. Co. estab. 1971, has share capital of SKR 50,000 ($1 equals SKR 4.60). Distrib. of lubricants & chemicals. Turnover approx. SKR 2 million. Firm employs 15, owned by Bertil Naslund, & sole distributorship for Europe. According to local bank sources, co. financially sound & has met business obligations promptly. Reply to — Jan Heyno, Architector Invest AB, Kungstradgardsgatan 16, S-111 47 Stockholm, Sweden. Cable ARCH; tel. 08/10 97 50.

Plastic products

3079071—BELGIUM—Plastic utility containers. Old estab. corp., mfrs. galvanized household articles, besides other articles. Mfrs. yearly 200,000 galvanized buckets. Wishes expand activities by importing on exclusive basis similar products in plastic. Firm sells in Belgium & Middle East. Reply to—Mr. Lourtie, Mgr., Ets Peve S.A., Rue Petite Aise 79, B-6080 Montignies-Sur-Sambre, Belgium, Tel. 071/41.19.55; telex 51335.

Glass products

3231633 — DOMINICAN REPUBLIC — Table, kitchen, art & novelty glassware. Has been in commission business since 1968. Represents several U.S. companies selling toys, clothing, plastics, etc. Claims annual sales volume $1 million. Co. ref.—George Tice Co., Inc., 174 Fifth Ave., New York, N.Y. Reply to—Jose RR. Diez, Partner. Diez Weil & Co., Apartado 636, Santo Domingo. Tel. 682-2032; cable DIEZ.

Pottery, related products

3269041—WEST GERMANY—Stoneware table & kitchen articles, household & commercial. Quote c.i.f. Hamburg. Estab. 1940; employs 108; annual sales DM 10 million. Financial ref.—Commerzbank in 5900 Siegen. Has good contacts with sanitary & heating equip. wholesalers in Germany. Reply to—Herr Kroeger, Eisen-Und Stahlbau GmbH, Postfach 1126, 5222 Morsbach, Sieg, Germany. Cable STAHLBAU MORSBACHSIEG. Tel. 2294-512; telex 0884926.

Asbestos products

3292610—HONG KONG—Vinyl asbestos floor tile. Importer of building materials & contracting manager. Reply to—Ben Wong, Mng. Dir., Job & Trade Agencies Ltd., 501 Tung Wah Mansion, 199-203 Hennessy Rd., Hong Kong. Cable CLARENCE H.K.; tel. 5-722202.

Steel mill products

3312330-351-448-449-453 — WEST GERMANY — Sheets, hot rolled, alloy steel; sheets & strip—hot dipped galvanized alloy steel; strip, hot rolled, alloy steel; sheets, hot rolled, stainless steeel; tool steel, high speed, alloy steel; tool steel, other than high speed, alloy steel; plates & structurals, stainless steel. German firm has annual sales of DM 12 million from mfr. of screws, nuts & bolts, etc., for which some of the steel sought would be used. However, bulk of steel would be imported under agency agreement with interested U.S. producers; recently started its steel trading operations. Financial ref. —Commerzbank AG, in 5630 Remscheid. Reply to Herr E. Duerholt, Hugo Duerholt, Darbringhauser Str. 19, 5632 Wermelskirchen, Germany. Tel. 02196/6079; telex 08513317.

Fabricated structural metal products

3444698 — DOMINICAN REPUBLIC — Highway guard rails. Estab. January 1978. Engaged in commission agency business, handling miscellaneous products. Has paid in capital of $10,000 & employs 3. Co. ref.: ARMCO, San Juan, P.R. Reply to—Alexander Rood, Pres., Importaciones, Cm. Por A., Calle Luperon No. 3, Zona Colonial, Santo Domingo, Dominican Republic. Tel. 685-4820.

3499471—FRANCE—Metal aerosol valves for medical use. Estab. 1906, employs 70 & 10 salesmen. Mfr. & distr. of valves & hydrotherapy equip. Bank ref.: Credit Du Nord, 40 Blvd. Voltaire, 75011 Paris. Firm would consider licensing arrangement. Reply to—Pierre Geraudie, Ets. Doyer, 150 Rue De Noisy Le Sec., 93170 Bagnolet, France. Telex 28U823; tel. 360 78 88.

Farm machinery

3523861—BELGIUM—Windmill heads & towers. Estab. 1949, installs electric heating. Represents several European firms. Employs 12. Contact—Edgard Henrottay, Owner, Henrotherm, Ave. R. Elizabeth 13, B-4020 Liege 2, Belgium. Tel. (041) 43.69.40 & (041) 82.15.98.

Special industrial machinery

3551411-25 — WEST GERMANY — Fluid bottling, filling, packaging & capping machines (for industrial food products). Fruit & vegetable wrapping, filling & sealing machinery. Quote c.i.f. Rotterdam. Estab. 1975; annual sales DM 500,000. Financial ref.—Deutsche Bank AG, 4150 Krefeld. Reply to—Frau Becker, Gen. Mgr., Becker-Maassen, AM Marriengraben 15, 4150 Krefeld 29, Germany. Tel. 2151-731168.

3559555—WEST GERMANY—Glass making & glass working machinery for insulation glass, machines for sheet glass making, sheet glass cleaning, cutting, grinding. Quote c.i.f. Antwerp, Belgium. Estab. 1926, employs 20, annual sales DM 5 million, sells in Germany, Austria, Switzerland & Netherlands. Co. is engineering office working in building construction industry. Financial ref.—Deutsche Bank AG., Dresdner Bank AG, both in 4000 Duesseldorf. Reply to Herr Stoschek, Ing. Buero Stoschek, Pomona 30, 44040 Neuss, Germany. Tel. 02101-43994; telex 8584246.

General industrial machinery

3563189 — WEST GERMANY — Portable and stationary oil-operated compressors, 10 bar, 60-250 liters capacity, one phase alternating current, 1.5 to 1.7 kw maximum. Quote c.i.f. Antwerp, Belgium. Estab. 1969. Financial ref.—Stadtsparkasse, 4300 Essen. Reply to—Herr Helfrich, Ing. Buero Dieter Helfrich, Franziskastr. 44, 4300 Essen 1, Germany. Tel. 201-775526.

Office, computing, acct. machines

3573289—WEST GERMANY—Computerized designing stations for graphic purposes. Quote c.i.f. Antwerp, Belgium. Newly estab. firm; financial ref.—Stadtsparkasse Nettetal. Reply by fastest means to—Herr Thorand, Gen. Mgr., Grafitex Chemische Produkte GmbH, Postfach 2147, 4054 Nettetal 2, Germany. Tel. 02157-5436.

Household appliances; toys

3634210, 3944221-33-51—AUSTRIA—Electric dry shavers for men & women. Also, toy trains & equip., elec.; battery operated toys; model construction sets. Interested in price quotations & sales literature for above. Payment open account and/or L/C. Agalux, subsidiary of Hellensens of Copenhagen, employs 28 incl. 15 trav. salesmen. Distributes dry batteries & small electric appliances. Co. ref.—Zentralsparkasse Der Gemeinde Wien, Landstr. Hauptstrasse 76, A-1030 Wien. Reply to—Mag. M. Bickford, Agalux Trockenbatterie, Handelsges M.B.H., Leberstrasse 62, A-1110 Wien, Austria. Telex 7877; tel. (222) 74-15-40.

3635041 — JAPAN — Built-in household vacuum cleaners known as central cleaning systems. Est. annual purchase over $100,000. Buyer is general trading co. Seeking U.S. mfr. of central cleaning systems not represented in Japan yet. Subsidiary co. specializing in sales of household equip., which has experience in selling central cleaning systems. Capitalized at $5.4 million & has annual sales of $1 billion. Ref. Osaka Branch, Mitsubishi Bank, Osaka. Reply to—Hiroshi Kashihara, Gen. Mach. Sect., Kinsho-Mataichi Corp., Osaka Branch, 13 Minami-Kyuhoji-Machi 2-Chome, Higashi-Ku, Osaka 541, Japan. Cable KINSHOMATAICHI OSAKA; telex J63269; tel. 06-271-2281.

Communications equipment

3662631 — WEST GERMANY — Duplicators, telemetric data transmission type. Estab. 1941, employs 200. Reportedly makes considerable profits. Sound financial background. Firm & management enjoys excellent reputation. Suitable business partner. Reply to—Dr. Karl Poerschke, Oskar Vierling GmbH & Co. KG., Pretzfelder Str. 21-23; D-8553 Ebermannstadt, Germany. Tel. 09194/8161.

3662652—SINGAPORE—Facsimile communications equipment. Large & well-estab. firm in Singapore, engaged in production of industrial fans, furnaces & compressors & marketing of wide range electrical & electronic equip. & industrial supplies on agency basis. Communication Div. seeking agency/distrib. from U.S. companies for facsimile communications

equip. One of its major clients is Police Dept. WTDR 9/77. Reply to—Peter P.H. Ang, Mgr., Communication Div., Mechanical & Combustion Eng. Co. Pte Ltd., 10/12 Jalan Kilang, Singapore 3. Cable MECOMB, SINGAPORE; telex RS 23178; tel. 2713581.

Electronic components, accessories

3662681—BELGIUM — Automatic garage door openers. Old estab. (1890) import-export trading co. with staff of 35, has specialized particularly in construction materials. Seeks c.i.f. price quotes. Contact—Guy Regniers, Vice Pres., Emile Regniers & Co., Ltd., 9 Quai De Flandre, B-6000 Charleroi, Belgium. Telex 51220 ERCO B; tel. (071) 32.45.40.

3662681—WEST GERMANY—Electronic heat & vent controls. Prospect is freelance sales rep. now representing 7 German companies, 1 Italian & 1 Swedish co. Marketing territory would include state of Hessen. Employs 4 & contracted sales amount to DM 32 million. Reply to—Horst Zengel, Zengel Industrievertretungen, Fruehlingstrasse 11, D-8761 Roellfeld, West Germany. Tel. 9372/2678.

3679031-47—WEST GERMANY — Phonograph needles, cartridges & pickups. Estab. 1976, employs 10 & 4 salesmen, has average sales of DM 3 million. Finances said to be sound & obligations met promptly. Suitable business partner. Quotations—c.i.f., L/C. Reply to—Erich J. Lejeune, Consumer Electronic GmbH, Angererstrasse 2, 8000 Muenchen 40, Germany. Tel. 089/3082151.

Railroad equipment

3743313—PAKISTAN—Railroad track inspection motor trolley for broad gauge (66-inch or 1676.4 mm), operated by gasoline engine, maximum speed 30" per/hr., seating capacity ten. Subject claims that Pakistan Railways intends to purchase substantial number of these trolleys & would be floating international bid inquiries. Subject wishes to act as agent for intending U.S. participants & would like to be contacted over telex or by cable for further details & negotiations. Large commission importing house controlled by Saigol family, which is well known for successful types industrial machinery & equip., iron & steel products, polyester fiber, chemicals & dyes for textile industry. Imports from U.S., Japan, W. Germany, U.K. & France. In addition to Phelps Dodge Overseas Market Corp., New York, and Grove Valve & Regulator Co., Oakland, Calif., it represents several 3rd country mfrs./suppliers. Employs 75, 20 in sales. Sales reported at $4,000,000 annual. Good sales agent. Cable or telex—Zimpex Ltd., P.O. Box 1516, Amin Chambers, 8 Davis Road, Lahore, Pakistan. Cable GAINS; tel. 312261; telex 4668 ZIMPEX PK.

Measuring & controlling instruments

3823052-3-6-7—BELGIUM — Indicating & recording controllers, recorders, indicators, transmitters, all mechanical measuring type. Privately-owned enterprise, founded 7 years ago, primarily agent-importer of first quality thread, yarns and, to lesser extent, finished cloth. This year, enterprise has begun to branch into agency & import of computers for process control purposes, pneumatic & mechanical measuring types. Particularly anxious to get agency for 7-digit display unit for process control use. Staff of 4, 3 are sales agents. Sales area incl. Belgium, N. France & parts of Germany. Claims annual sales turnover BF. 125 million. Reply to—Pierre Vrijdag, Owner, Ets. P. Vrijdag, 8 J. B. Mouroitplein, B-9600 Ronse, Belgium. Tel. (065) 21.51.62.

3823091—UNITED KINGDOM — Disposable capillary pens, bucket pens, pen accessories, ink, snubbers, & chart drives, for use with recorders in process control instrumentation. Estab. 1962 & operates as mfr./exporter of cardiograph equip. & printer of recorder charts. Mfrs. disposable EKG monitoring electrodes, electrode gel, EKG mounting devices & paper converting machinery. Employs 43, annual sales volume 500,000 pounds; interested in acting as distrib. of above types of pens. Ref.: Midland Bank Ltd., 16 High St., Maidstone, Kent. Reply to—R. A. Surman-Wells, Dir., Dracard Ltd., Wallis Ave., Park Wood, Maidstone, Kent ME15 9NE, U.K. Tel. 0622-64647; telex 965155; cable DRACARD MAIDSTONE.

3825290—FRANCE—Audiometers, impedance meters. Estab. 1958, imports & distributes hearing aids, employs 4, annual sales vol. (1976) 4 million francs. Bank ref.: Banque Nationale De Paris, Blvd. Haussmann, 75009 Paris. WTDR 2/78. Reply to—Mr. Ludin, Pres., S.A. Tout Our Le Sourd, 34BIS, Rue Vignon, 75009 Paris. Phone 265 94 04.

3829254 — WEST GERMANY — Torque testing units, electronically operated. Firm seeks U.S. suppliers for distributorship & representation. Sales area — Europe, Africa & South Africa. Sells mainly to automobile industry & chemical factories, & has sole agency contracts with German Army. Estab. 1919; employs 300; annual sales DM 30 million; bank ref.—Dresdner Bank AG, 5600 Wuppertal. Reply to—Herr Leitmann, Mgr., Walter GmbH & Co. KG, Hahnerbergerstr. 12, 5600 Wuppertal 12, Germany. Cable GLUECKAUF WPT; telex 08591448; tel. 0202/4077.

Optical instruments, lenses

3832123—MALAYSIA—Mass spectroscopy instrumentation. Large estab. firm. Embassy recommends as good contact for U.S. firms. Reply to—W. K. Chui, Asst. Mgr., George Kent (Malaysia) Berhad, P.O. Box 1100, Jalan Semangat, Petaling Jaya, Selangor, Malaysia. Cable KENTMETERS PETALING JAYA; tel. 774455.

Surgical, med., dental instruments

3842126-7 — FRANCE — Cotton (sterile); gauze. Estab. 1955. Employs 50 & 9 salesmen. Importer & distrib. of medical supplies & miscellaneous plastic products. Yearly sales volume—200,000,000FF. Bank ref—Banque Ottomann, Paris. Reply to—Jean-Pierre Negrier, Pres., Negrier S.A., 10 Rue Vivienne, 75002 Paris. Phone 261 5332.

Toys, amusements, sporting goods

3939231—JAPAN—Golf balls, large size, preferably well-known brands. Requests quotations for professional, practice, & novice use golf balls. Importer & agent for general merchandise. Estab. 1977. Paid-in capital 1 million yen. Employs 11. Annual sales $32,500. Main banks: Sumitomo Bank (Kawasaki Br.), Tokiwa Sogo Bank (Kawasaki Br.), telex 03842-178 NITTO J. Reply to—Kohichi Takeshita, Export Mgr., Nitto Intl. Co., Ltd., 25-10, 1-Chome, Oda, Kawasaki-Ku, Kawasaki City, Kanagawa 210, Japan. Cable NITTARADING KAWASAKI; tel. 044-333-7736.

3944273—CANADA — Children's books — coloring books & picture workbooks. Harding has been engaged in sales/marketing for a large toy mfr. in Canada, Tonka Corp. Canada Ltd., for past 16 years, was V.P. Marketing. Now planning start own co. & seeking good U.S. toy mfrs. to represent in Canada. Harding has a thorough knowledge of volume selling & has broad contacts in departmental, chain & variety stores across Canada. Co. ref.—Toronto-Dominion Bank, 7400 Airport Rd., Malton, Ontario. Reply to—Roderick J. Harding, 49 Henley Cres., Rexdale, Ontario M92 2X1, Canada. Tel. 416—741-0505.

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Future Construction Abroad

VENEZUELA—CORPOZULIA is promoting establishment of **factory in Maracaibo area to produce hand tools** (pliers, wrenches, etc.). Although ultimately raw material for plant would be provided by proposed CORPOZULIA Steel Mill, initially it would be imported. At present CORPOZULIA is thinking in terms of mixed enterprise with CORPOZULIA, local capital, and foreign participation. Package proposal with equipment supply and installation, training, start-up, and initial operation could be acceptable. but joint-venture is probably preferred. Size of plant would depend on how many different types of tools are produced, local market demand, and offers of foreign participation received. Project is in conceptual stage. Economist Herrera is presently collecting data on internal demand for wide variety of hand tools to arrive at rough estimate of appropriate size of factory required. He would welcome visits from U.S. companies interested in participating in this project. Contact: Humberto Herrera Marchan, Jefe, Departamento Formulacion De Proyectos. Corporacion De Desarrollo De La Region Zuliana (CORPOZULIA), Apartado Postal 1153. Maracaibo, Estado Zulia, Venezuela, tel. (061) 83191; telex: 61101-Maracaibo; cable: CORPOZULIA, MARACAIBO, VENEZUELA.

IVORY COAST—As part of the government's Economic Development Policy the following six major local coffee processors have been granted approval to establish 10-12 plants, with a capacity of 30,000 tons per season (six months) for **decorticating and processing of coffee and cherries:** 1) Societe Nouvelle Immobiliere Financiere et Commerciale D'Afrique (SIFCA), B.P. 1289, Abidjan (Attn: Mr. Baudoin, Mr. Bardiyat); 2) Societe Daniel Ancel Et Fils, B.P. 19, Abidjan (Attn: Mr. Lechaud); 3) Establissements Jean Abile Gal, B.P. 1798, Abidjan (Attn: Emile Abile Gal); 4) Societe Havraise Africaine De Commerce, B.P. 1243, Abidjan (Attn: Mr. Mahu); 5) Ibero Cote D'Ivoire, B.P. 11467, Abidjan (Attn: Mr. Pennin); 6) Societe Ouest Africaine D'Enteprises Maritimes, B.P. 1727, Abidjan (Attn: Eric Latham). Following specs. have been set for one of the plants (assumed the others will be similar): Capacity—large enough to insure continuous average processing of 37 tons/hr., taking into consideration the necessity to absorb peak deliveries with minimum of waiting time for trucks, need for adequate storage capacity to maintain inventory sufficient to keep installation running during slow delivery periods; graders—for cherries two graders only; decorticating equipment—two sizes, one for average cherries and one for small cherries; dryers—30-ton apparatus to dry green beans. Interested firms may obtain complete technical specifications from above listed coffee processors. OPIC.

INDIA—T. P. Pithavala, Business Mgr., Bennett Coleman & Co. Ltd. (BCCL), Dadabhai Naoroji Rd., Bombay 400 001, Cable: INDIANA-BOMBAY; Telex: BY-2500 & BY-2204, has announced that the firm is **planning to expand its existing printing plant.** BCCL's existing printing facility, occupying an area of 220,000 sq. ft., has U.S. and British equipment. BCCL proposes to expand by installing modern rotogravure plant for printing multicolored English and Indian language periodicals and journals, as well as to handle commercial jobs. Plans to install them in an area of approx. 100,000 sq. ft. in Bombay. BCCL has expressed interest in buying 19 intertype or linotype composing/line casting machines. Out of these 19 machines, ten should be fitted with four magazines each of the quadruplex type, and the remaining nine should have two magazines each of the duplex type. Magazines should have moulds, distribution bars and compact metal storing pot for storing molten metal. Also planning to buy "ludlow" type slug casting machines used for printing headings, and automatic rule casting machines. BCCL's modernization program provides for replacement of its cylinder-making equipment for rotogravure machines and installation of electronic scanners used in high-speed printing machines. Proposed expansion program is estimated to cost approx. $6.5 million, and would include cost of building and other civil engineering services. Suppliers should communicate with Mr. Pithavala at address above. OPIC.

Visiting Buyers & Officials

SAUDI ARABIA—Dhahran buyer interested in contacting U.S. suppliers of **electrical equipment and supplies** (transformers, power line materials). He also wishes to discuss any type of joint-venture or sponsorship proposal for investment in Saudi Arabia. He is visiting U.S. now, and interested firms may contact Jane Puse, U.S. Department of Commerce, Foreign Buyer Program, Room 2322, Washington, D.C. 20230, 202-377-3265.

GERMANY—Frankfurt wholesaler is interested in contacting U.S. exporters of: 1) **natural stones for collectors,** 2) **semi-processed natural stones,** 3) **raw and unprocessed precious stones.** The owner recently established his own business, and plans a trip to New York area. Contact Jane Puse, 202-377-3265.

AUSTRALIA—Sydney firm seeks contacts with U.S. firms in pipe-making industry to obtain distribution of new products and negotiate for licenses. Officials of the country's largest manufacturer of all kinds of **steel pipe** are visiting Los Angeles, Columbus and Pittsburgh, with a flexible schedule through middle of April. For additional information contact Jane Puse, Foreign Buyer Program, 202-377-3265.

AUSTRALIA—Sydney firm representative wishes to meet suppliers of **computer peripheral products, word processing systems other than stand-alone types, and micro home and hobby computers.** Manufactures and markets products in the computer field, and looking for complementary product lines. Buyer will be visiting San Francisco, Los Angeles, Chicago, and New York April 17-28. For additional information contact Jane Puse, 202-377-3265.

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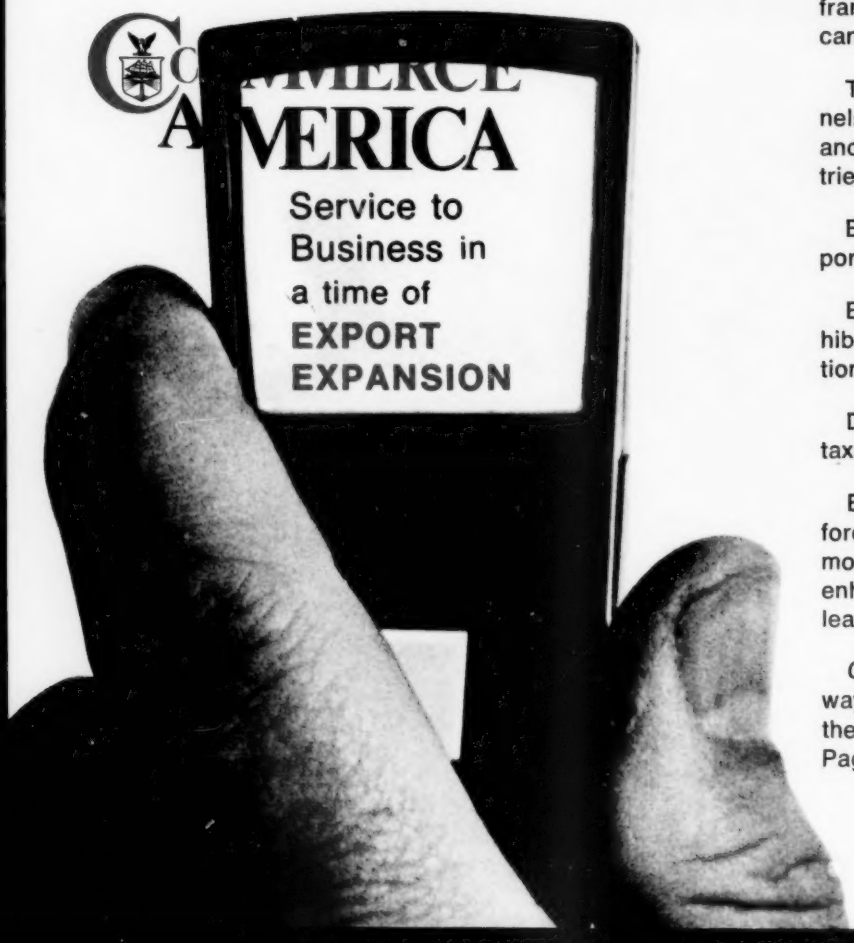

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